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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 94

MARCH 28, 1936

Number 13

1914



1936

OUR 22ND ANNIVERSARY

Twenty-two years ago we entered the Casing field with new ideas and definite standards. Since our inception many of these standards have been universally adopted and we feel that we have assisted in the general improvement and progress of the entire Sausage Industry.

Quality Casings play a most important part in the production of Quality Sausage, and we have always made Quality the cornerstone of our building program.

Our friends have endorsed this ideal with their liberal patronage and we extend our sincere appreciation for their assistance in our growth.

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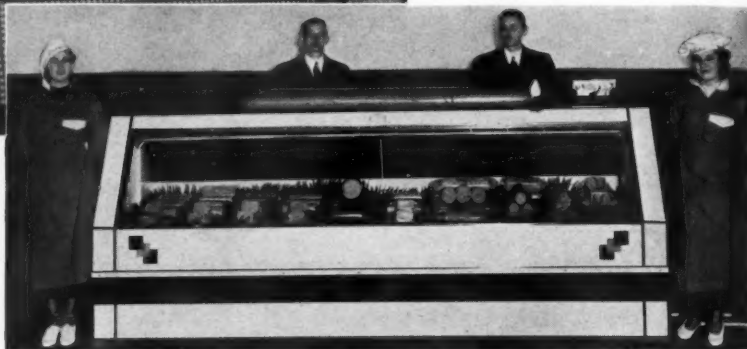
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(Left): German village display in the modern plant of the Wm. Focke's Sons Co., Dayton, Ohio. Pres. Oscar Focke at left; Hugo Stive, ass't sausage foreman, center; Secy. Urban G. Focke, extreme right.

Focke's



(Above): Display of Focke's Quality luncheon meats, all made with the BUFFALO Self-Emptying Silent Cutter. Pres. Oscar Focke and Treas. Elmer J. Focke behind display case.



BUFFALO Self-Emptying Silent Cutter — purchased by the Wm. Focke's Sons Co. in 1934.



BUFFALO Air Stuffer — purchased in 1936.

In 1875 — seven years after the first BUFFALO sausage machine was invented — Mrs. Bernadine Focke embarked in the butcher business with her four sons. Since then, three generations have carried on the Focke tradition of quality sausage manufacture, initiated by the revered founder of this progressive and ever-growing firm.

We are proud of the part which BUFFALO sausage machinery has played in the development of this successful enterprise. To quote Mr. U. G. Focke, Secretary: "We believe... the results of this increased business would not have been possible without BUFFALO machinery."

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spreading pans of
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"Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM PLATE

The National Provisioner

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PAUL I. ALDRICH
President and Editor

E. O. H. CILLIS
Vice Pres. and Treasurer

FRANK N. DAVIS
Vice Pres. and Manager of Sales

Executive and Editorial
Offices

407 South Dearborn Street,
Chicago, Illinois

Eastern Office

300 Madison Avenue,
New York, N. Y.

A. W. B. LAFFEY
Manager

Pacific Coast Office

1031 So. Broadway,
Los Angeles, Calif.

NORMAN C. NOURSE
Manager

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NEWSPAPER ADVERTISING IS SELLING MEAT PRODUCTS FLAVOR-CURED WITH

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They were quick in Cleveland to recognize the advantages of this revolutionary new process . . . better flavor, better keeping quality, easier digestibility. You have an equal opportunity. Patents have been applied for covering the method. For particulars regarding it and licensing arrangements

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Furnished to
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Taste**



**MEAT PRODUCTS
WITH A NEW
Deliciousness**

WILTSHIRE
FINE MEAT PRODUCTS
**A NEW PROCESS OF
Flavor-Curing
MAKES THEM STILL BETTER**

Pure Pork
Sausage
Smoked Farm
Style Sausage
Wieners
Bologna
Pickle and
Pimento Loaf
Liver Delicacy

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PURE PORK SAUSAGE

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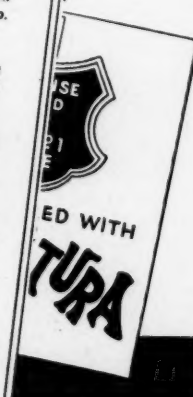
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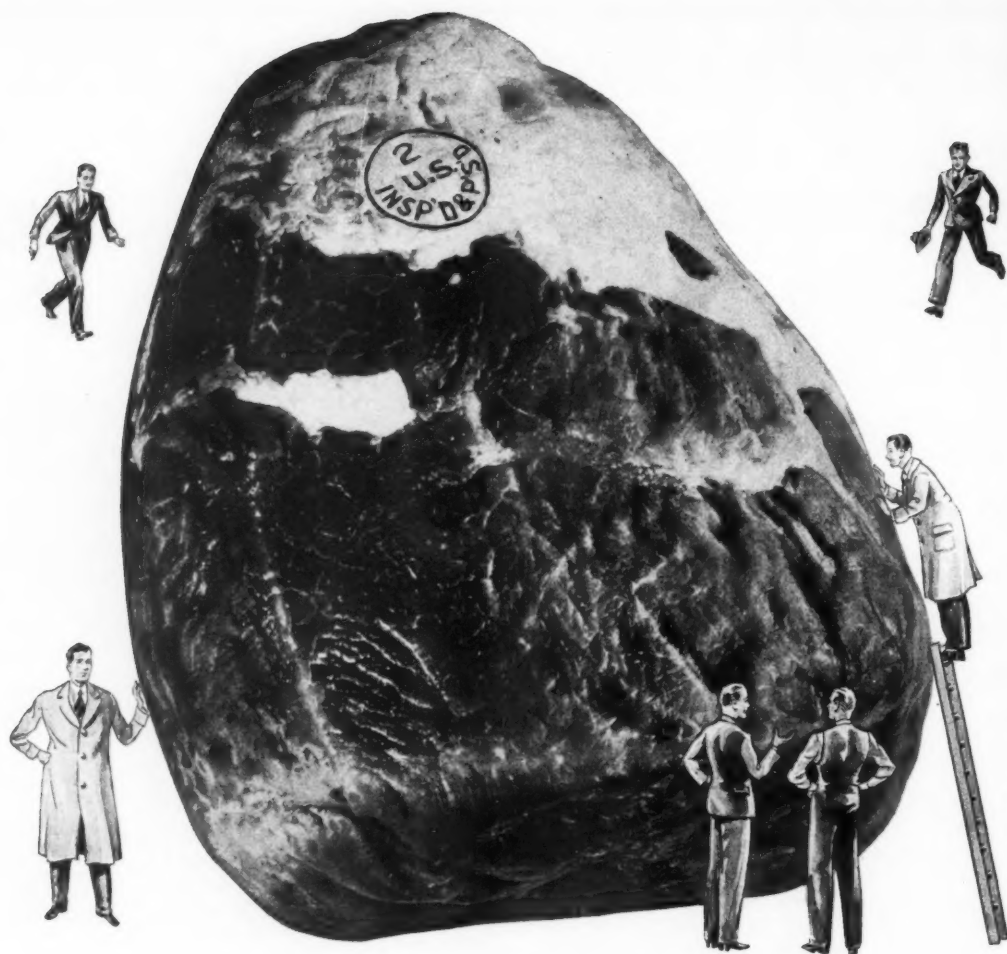


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MOULDED DRIED BEEF

ARMOUR AND COMPANY - CHICAGO, ILL.

THE NATIONAL Provisioner

Volume 94

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Number 13

Meat Packing and Allied Industries

MARCH 28, 1936

BETTER *Packer* MERCHANDISING

● Voluntary Chains Offer
an Opportunity to Try It Out

By L. C. NEIDLINGER

EDITOR'S NOTE

MODERN MERCHANDISING trends make packers' sales methods look antiquated. Their sales policies with chains have not proved helpful. They know it.

Does the remarkable growth of the voluntary chain offer them an opportunity to try better methods, and at the same time develop a tremendous market—at a profit instead of a loss?

Read what a meat expert who knows the voluntary chains has to say about it.

NO ONE FACTOR in profitable meat merchandising offers more opportunity to the meat packer than the voluntary chain.

This cooperative movement in retail food distribution has taught many individual retailers—once none too efficient—some of the efficiency characterizing the corporate chain unit, with the added advantage of personal store ownership.

Profitable and smart packer merchandising would appear to be involved in the sale of meats and meat products to the entire local membership of a voluntary chain, rather than to its individual stores. It would also seem to call for the sale of large volume, including many items, rather than permitting these units or their central organization to purchase "bargains" from each packer.

What Is a Voluntary Chain?

In this discussion an attempt is being made to show the growing importance of these voluntary chains, the packer's profitable relationship to them, steps necessary to develop this relationship, and some idea of the outlet such a relationship can produce for the packer offering the best merchandising cooperation.

VOLUNTARY MARKETS USE DISPLAYS.

Silent salesmen in the form of attractive posters and product displays are used extensively in the voluntary chain market. This practice gives opportunity not only for servicing the market with store advertising and posters, but for display of packer meat and specialty lines.

The voluntary chain movement is the syndicated or group method of operating, developed in a modern sense by the corporate chains and later taken up by the individual merchant through what is called the "voluntary chain"—voluntary because each member volunteers to identify himself with the movement.

The voluntary chain method of merchandising has grown in the past ten years, from an idea in the minds of comparatively few, to an important factor in the movement of the nation's food supply. Sales of voluntary chains





almost equal those of the corporate chains at the present time.

Better Merchandising the Motto

Each type of organization—corporate and voluntary—accounts for the sale of approximately \$2,500,000,000 of groceries and meat products. This means total stores compared with total stores. The remaining five billion dollars in the food bill of the nation is split up—one billion to unaffiliated stores or so-called independents, and four billions to bakeries, delicatessen stores, meat markets and other outlets.

While there are several varieties of the voluntary chain type of food distribution, the increasing number of stores included in this system of distribution shows that they are all headed in the same direction—better merchandising practice.

Many of their methods were moulded after examples set by corporate chains. One distinct advantage a voluntary chain store has over the corporate chain unit is that the man who runs it owns it. This may be considered a weakness by some, but generally it is found that it has a distinct advantage.

Types of Voluntary Chains

Basically there are three different types of voluntary chains. The national voluntary — jobber sponsored, with each jobber or wholesaler a member of a national headquarters set-up—is perhaps the most generally known.

Next come the retail-owned groups. In this type each retailer owns stock or a buying privilege in the wholesale house—or the “warehouse,” as it is called—with each member having a voice in its management, if he cares to exercise it. The retail-owned groups now have national headquarters, with a well-organized program becoming daily more important.

There is a third type—generally re-

ferred to as a “local” group—sponsored by a wholesaler who is attempting to do the job by himself without benefit of a national set-up. Some of these have become powerful in their communities, but as a rule the wholesaler eventually identifies himself with a national plan.

There is still a fourth type composed of small groups of retailers, who pool a portion of their purchases and advertise collectively. Some savings are made in this manner, where there are enough members to absorb car-load purchases, or when one member buys “quantity deals” and distributes smaller units to the others. Such a group is able to do a more dominant job of advertising than individual retailers could do.

Offer Tremendous Market

National organizations represent more important units, because they have the benefit of expert assistance in major functions, such as advertising, merchandising, buying and store arrangement and store planning efficiency.

These stores as groups constitute a tremendous market. It is a growing market not only in the importance of each outlet, but because the owner of each store—if he lives up to just a part of the program of his organization—can't help but improve his selling ability. When he improves his selling ability, his ability to buy is automatically improved.

Each store in the better-organized and more closely-knit groups is a better credit risk—most of them work in a close relation with the supply base. Long credits and “banking” operations on the part of the wholesaler, which pile up overhead, have given way to quick “turn-over.”

Compare Old with New

Let's compare the old type individual retailer with the modern member of a

TYPE OF STORE SELLING LARGE MEAT VOLUME.

Many old-fashioned stores have been made over into attractive food shops similar to this, where meat serves to draw new customers and increase volume.

These “voluntaries” have pre-planned merchandising campaigns, backed by advertising, for many of their grocery and other food items. They need aid in their meat merchandising. They offer opportunity for both profit and volume to far-seeing meat packers.

voluntary group to make this picture of “changed mental attitude” clearer.

Headquarters and local sponsors, through educational meetings and supervision, try to get owners of stores to look at their places of business in the same way the consumer sees them.

Visualize the ordinary old type individual store as just another place that sells foods—maybe. Look at the front. Walk inside. Do the cluttered-up arrangement and skimpy stock, messy displays and “sky-scraper” shelving and counters which block or barricade the merchandise invite any appetite or inspire anyone to buy any more than he or she had in mind?

How Retail Stores Have Changed

Compare this with the modern store with its clean front and large sign which announces to the world that it is part of an up-to-date, efficient organization, offering foods of standardized quality and defense of the consumer pocketbook through lowered overhead or cost of doing business.

Inside the modern store there is an orderly arrangement of stock, plainly priced and placed as nearly in the order the shopper buys as possible, so that one group of items suggests another. It is inviting, attractive and planned to appeal to the appetite. Modern display—mass display—makes sales in these stores. Not only are owners alert to new methods, but supervisors and sponsors are continuously driving home the importance of change and new displays. The sale atmosphere is sought for, an atmosphere which reflects quick turn-over and fresh stock.

Advertising of the various groups is becoming more powerful as they develop and get their headquarters strong enough to hire expert, experienced men to plan it and direct its execution. More and more they are learning what it takes in the way of items and arrangement to pull people into stores. More and more they are learning how to make their advertising do a merchandising job.

Price Not of First Importance

They are discovering that it is not necessary to give merchandise away to sell it. They are selling long-profit items as well as short-profit items. They are learning that good advertising and merchandising sells merchandise, and that price appeal is only part of the story.

(Continued on page 21.)

Paint IN THE PACKING PLANT

● Use of Aluminum Paint and How to Apply it for Best Results

ONE of the most important single factors of meat plant maintenance cost is paint and the labor of applying it.

Responsibility of paint in the packinghouse is considerable. Walls, ceiling and equipment must be kept spotless, and building surfaces and machinery must be adequately protected against cleaning action and cleaners, which result in rust and corrosion when surfaces wear off.

While protection against rapid deterioration is the principal reason for the use of paint in the meat plant, it is by no means the only reason. If it were, most any kind of paint that could stand up under the severe conditions would do.

In addition to protection against destructive action, however, meat packers also require a paint of light color, and therefore high light-reflecting qualities. It is generally recognized that good light distribution not only helps to prevent errors and promotes high quality products, but also exerts a beneficial effect on workers and visitors.

A New Paint Comes Into Use

A number of paints possess qualities which make them suitable for use for many meat plant applications. Among these is aluminum paint, which possesses satisfactory durability and adequate reflective properties. Many packers have begun to use it extensively; facts about its character and uses will be of interest to those who have not.

Aluminum paint is composed of

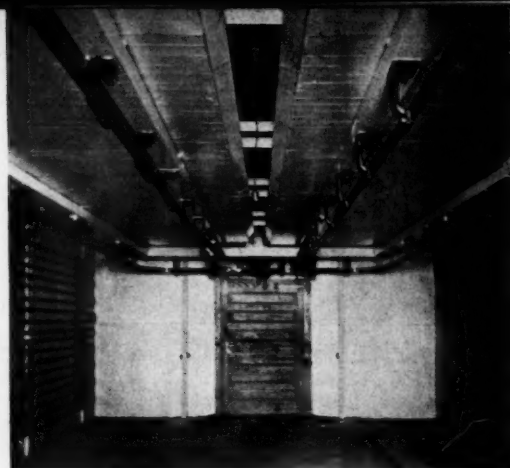
aluminum bronze powder or paste and a suitable paint vehicle. The powder is made up of tiny flat flakes of pure aluminum. When the paint is brushed or sprayed over a surface many of these flakes rise to the top of the paint film. Together with the rest of the metal flakes, which are distributed throughout the vehicle, they form a protective layer which keeps moisture at a safe distance.

Use of dry powder has been largely supplanted in recent years by aluminum pigment in the form of a paste, which offers a number of advantages. Durability of aluminum paint made with paste is greater, and it possesses higher reflectivity. Its finish is smooth, approaching the finish obtained through use of finest grades of powder. Use of paste also eliminates flying dust, which previously accompanied the job of mixing aluminum paint.

Light Reflecting Qualities

As has been mentioned, light-colored paints are vastly superior for interior service. In addition to better appearance, they possess greater reflectivity, which means improved visibility.

It is an interesting fact that aluminum paint, with its slightly bluish cast, reflects light from its surface which more closely resembles daylight than light reflected from some other types of paint. This advantage was first noticed in the cleaning and dyeing industry, where color matching is important. Today, walls and ceilings in many meat plants, as well as other in-



EASY TO KEEP CLEAN AND SANITARY.

Cooler with ceiling and side walls finished with aluminum paint. One coat of this paint usually is sufficient to secure maximum light reflection.

dustrial buildings, have been painted with aluminum paint.

Aluminum paint is a factor from the safety viewpoint. Through better lighting conditions, factories may reduce accidents to a minimum; and in this connection, light-colored walls, ceilings and equipment are highly desirable. Often dark stairways and obscure corners are rendered safer by a coat of aluminum paint.

Applied by Brushing or Spraying

Either spray gun or brush may be utilized to apply aluminum paint. A brush generally is preferable for small surfaces. Over large areas a spray gun saves considerable time.

Aluminum paint should be used as soon after mixing as possible, since paint which has been mixed for a considerable length of time may lose some of its leafing power. Most painters mix aluminum paint from day to day, preparing only as much at one time as will be used during the day.

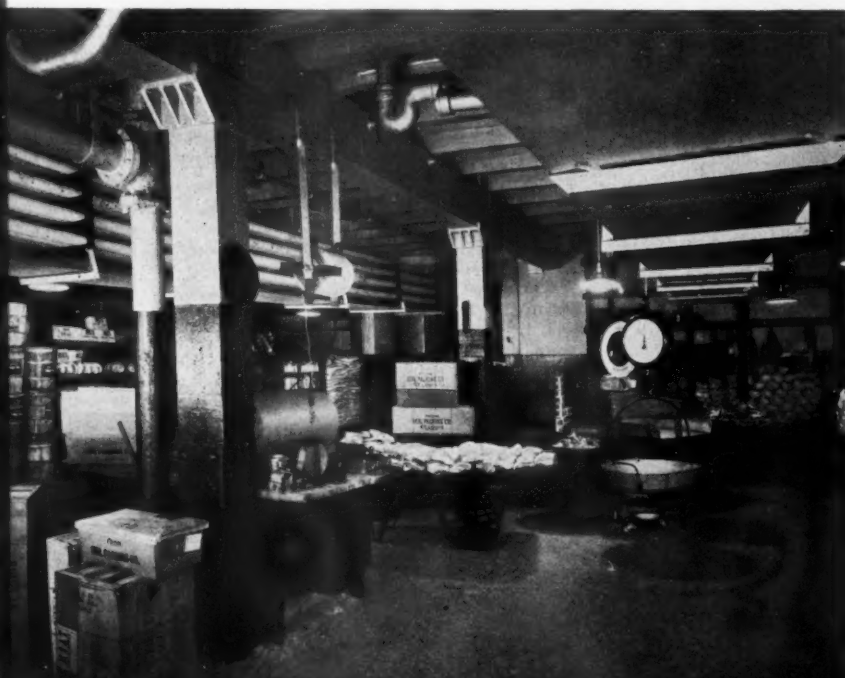
One reason for the widespread use of aluminum paint is economy. One coat usually is all that is required to obtain maximum reflecting properties.

The fact that aluminum is a non-toxic metal is an additional inducement to its use as a pigment for paint in meat plants or food factories. The hazard of contamination of food by paint is

(Continued on page 17.)

GOOD LIGHTING CONDITIONS PREVENT ERRORS.

Shipping cooler in plant of Heil Packing Co., St. Louis, Mo. Ceiling, piping and upper side walls are painted with aluminum paint. This paint may be applied either by brushing or spraying.



SWIFT INTERNACIONAL *Report* Shows PROFITABLE YEAR

NET profit of Swift Internacional for the year ended December 31, 1935, amounted to \$4,496,169.34 in Argentine gold. This was something over a million dollars less than the previous year's net, but was considered "satisfactory in view of the conditions encountered during the year."

Current assets of the company were listed at \$49,428,862.91, of which \$3,987,307.48 was in cash, approximately \$14,000,000 in U. S. government and other marketable securities, and inventories of \$26,941,830.22. Current liabilities totaled \$6,850,462.47. Dividends paid amounted to \$3.00 per share against \$3.75 last year, and earned surplus as of December 31, 1935, amounted to \$18,104,809.09.

Consolidated income and surplus account and earned surplus account statements for the year are as follows:

Consolidated Income and Surplus Account.	
Argentine Gold.	
Income from operations, after adjustment of exchange, but before depreciation and interest	\$ 5,849,628.22
Provision for depreciation and for amortization of leasehold properties	1,342,333.88
Net gain from operations.....	\$ 4,507,294.34
Other income	930,482.82
	\$ 5,437,777.16
Other charges including loss on conversion to Argentine currency of the net current assets values of foreign subsidiary companies, interest, income taxes	941,077.92
Net income for the year.....	\$ 4,496,699.24
Net income applicable to minority interest	529.00
Net income accrued to company....	\$ 4,496,169.34
Earned Surplus Account.	
Earned surplus at December 31, 1934.....	\$17,755,811.71
Net income for the year as above....	4,496,169.34
Provisions created in former years not required	290,794.45
	\$22,542,775.50
Deduct—Appropriations to legal reserves and general reserves	393,895.32
	\$22,148,880.18
Deduct—Dividends	4,044,071.09
Earned surplus at December 31, 1935.....	\$18,104,809.09

Bulk of the products of the company are sold in Continental Europe and in Great Britain. This year quota restrictions and generally unfavorable economic conditions on the Continent and low prices obtainable in the United Kingdom had an unfavorable effect on earnings.

Commenting on conditions of livestock production in the countries where the company operates, president Charles H. Swift said that Argentina experienced a period of dry weather during the last half of 1935 and cattle were

not so well finished as usual. In Australia weather conditions were unfavorable during the first half of the year, owing to lack of rainfall, but in Uruguay, Brazil and New Zealand conditions were good and livestock supplies normal. "Current operations are profitable, and I feel confident that results for the year 1936 will be satisfactory," said Mr. Swift in his report to shareholders.

Compania Swift Internacional, Sociedad Anonima Comercial, operates plants at Puerto La Plata, Rosario, Rio Gallegos and San Julian, Argentina; Montevideo; Uruguay; Rio Grande and Rosario, Brazil; Townsville and Gladstone, Australia and Wairo, New Zealand.

Officers of the company are Charles H. Swift, president; Alden B. Swift, H. McLerie, F. Six and J. O. Hanson, vice presidents; A. Nelson, treasurer; and A. McKinnon, secretary. Directors are Charles H. Swift, Alden B. Swift, H. McLerie, J. O. Hanson and C. O. Gorton of Chicago; F. Six, Seldon T. James, A. McKinnon, A. A. Burns, G. A. Procter and A. Nelson, of Buenos Aires; Guy C. Whitney, Montevideo.

FOOD CHAINS WHOLESALERS

East and West coast corporate chains recently entered the field of food wholesaling where they will serve as organizers and buyers for groups of independently owned stores. The new experiment in distribution is an answer to chain store taxes which have been enacted in many states.

James Butler Grocery Co., New York, has already sold one-third of its stores to their managers and has signed up a number of independent grocers under its voluntary chain plan. Members of the group will use chain headquarters buying, advertising and credit. Net profits will be turned over to individual stores periodically. The organization expects eventually to carry meat in many of its stores although only a few now handle it.

Safeway Stores, Inc., on the West coast is now signing up independent retail grocers as members of Food Buyers Association, Inc. The members do not pay fees, dues nor need to buy a fixed amount of goods each month. F. B. A. bills all shipments to its members and at the end of each quarter pays a guaranteed bonus on all purchases.

Wholesalers believe it possible that chains operating as voluntary wholesale concerns might sell their own brands to all independent grocers.

NO NEW PROCESSING TAXES

Possibility that new processing taxes might be levied on agricultural products grew dimmer this week as the House sub-committee decided that consideration of such taxes would not be included in ways and means committee discussions of its tax bill. Previously the sub-committee had planned to take processing levies into open hearings as a "last resort" in case no other satisfactory prospects for raising revenue were found.

It was decided, however, that \$792,000,000 in needed revenue could be raised without endangering the whole tax bill by including processing taxes in it. Congress is reported to reflect strong consumer and producer opposition to such taxes.

The committee is recommending a 90 per cent tax to obtain processing taxes regained or unpaid by processors following invalidation of the AAA. According to chairman Hill of the sub-committee, the 90 per cent levy would yield about \$100,000,000. Another \$83,000,000 would be raised by temporarily continuing the present excess profits tax and a lower capital stock tax.

The main source of revenue in the new tax bill will be the tax on undistributed corporation profits. This is expected to yield about \$591,000,000.

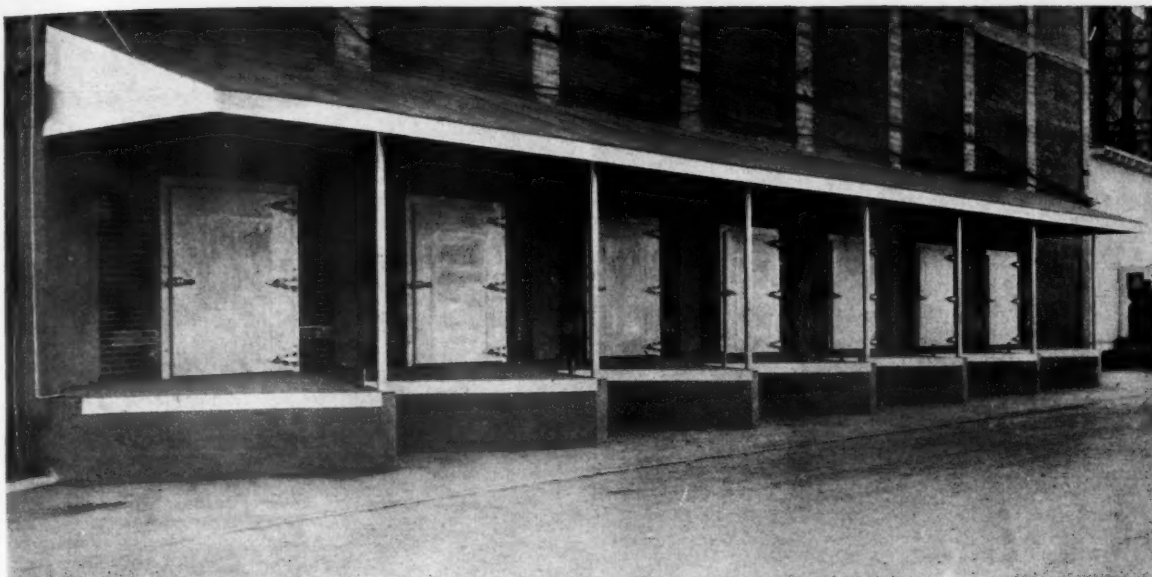
The sub-committee's formal report was made this week-end. The ways and means committee will hold public hearings on the new tax proposals beginning March 30. Hearings may continue for some time.

\$10 ACRE FOR CONSERVATION

While plans have been revealed for paying farmers an average of about \$10 an acre for substituting soil conserving for depleting crops under the new soil conservation and domestic allotment act, no estimates of possible corn-crop and consequently livestock reductions have been made public.

Each farmer who applies for a payment will have his base acreage determined—the acreage he planted to corn and other soil depleting crops in 1935. Payments up to \$1 per acre will be made for soil-building practices and 1936 seeding of soil-building crops. Shifting of acreage from soil-depleting to soil-conserving or building crops in 1936 will be rewarded by the \$10 per acre payment.

With a total possible corn harvest of around 100,000,000 acres in 1936, a 15 per cent reduction in acreage by 80 per cent of corn producers might result in a crop reduction of about 12,000,000 acres or 291,000,000 bushels. This might result in reducing hog production or encourage the feeding of other grains to hogs or bring increases in dairy and range cattle production due to augmented supplies of forage crops.



NEW "SAWTOOTH" LOADING DOCK CUTS PRODUCT HANDLING COSTS.

In warm seasons it is important to reduce to a minimum the time interval of product between coolers and delivery trucks. This "sawtooth" type of loading dock at the Wilson & Co. plant, Oklahoma City, was planned to do this by enabling loading to be done through either or both rear and side truck doors. Width of dock is small. This reduces distance product is trucked, and discourages piling product on it.

Speeds Up **TRUCK** Loading

● "Sawtooth" Dock Plan
Saves Time and Labor Cost

By M. J. HESS

RAPIDLY-EXPANDING use of trucks and semi-trailers for delivering packinghouse products has made necessary better terminal and loading facilities at packinghouses utilizing these services. At the Oklahoma plant of Wilson & Co. the need has been met by constructing a "sawtooth" loading dock adjacent to and connected with an insulated and refrigerated assembly room.

The "sawtooth" dock, shown in the accompanying illustration, has some advantages not possessed by the conventional type of meat plant loading dock. Trucks can back into it at an angle, giving room for a traffic lane past the parked cars.

In the case of trucks and trailers with both rear and side doors, loading may be done through either or both—a fact of considerable importance when time is limited and the weather is unfavorable.

There are seven spaces along the dock to accommodate that many trucks. The dock is built of reinforced con-

crete, with angle iron bumpers and a corrugated asbestos canopy supported on welded steel framework. The dock is narrow, as it was not intended to pile any goods on it. It serves only as a walkway from the assembly room to the truck door.

Each truck space is provided with a 5 to 6½ ft. metal-clad refrigerator door, opening into the refrigerated assembly room. This room is partitioned off with slatted partitions into smaller rooms for the convenience of checkers and truckers. A beef rail is run into each of these rooms, so that carcasses can be left hanging on the rail until they are loaded.

This improvement is a great help in assembling and loading outgoing orders, and will be especially valuable in summer months, when goods can be kept under refrigeration until the time they are loaded into refrigerated and insulated trucks for delivery to the customer.

This dock and assembly room were designed by the Wilson & Co. engi-

neering department, under the direction of Allen McKenzie, chief engineer. It was built by the local construction crew and completed in time for the recent Oklahoma Livestock Silver Jubilee. At that time it was inspected by Thomas E. Wilson, chairman of the board; Edward Wilson, president; R. F. Eagle, vice president, and other visiting officials of Wilson & Co. It was also visited by thousands of people who were conducted through the plant during the celebration.

Both W. W. Martin, manager, and A. Kellert, plant superintendent, are proud of this new addition, as it represents several years of planning on their part to improve this phase of plant operations.

WEAR ON CLUTCH

Wear on clutch throwout fingers is guarded against on one packer's heavy duty trucks by the simple process of welding a stellite facing on the contact areas of the throwout fingers.

Practical Points for the Trade



Tasty Cooked Ham

Satisfy consumers and retailers with good cooked ham.

The dealer wants an appetizing, solid ham, easy to handle and slice—sometimes pretty thin. The consumer wants good flavor, attractive color, balanced fat and lean and the right amount of moistness. A packer who wants to make this kind of ham writes:

Editor THE NATIONAL PROVISIONER:

The season of heaviest demand for boiled ham is drawing closer and we want to be ready to make a good product. Can you send us processing directions for making a quality boiled ham?

This packer will wish to make a pleasant-tasting ham in which sweet and salty flavor are blended. It should have a strong ham flavor—and not be insipid or tasteless. A slight smoke flavor in the fat will add to its goodness. Surface color should be uniform and lean should be pink, with a reddish tinge. Fat should be uniformly white to a cream color.

A good boiled ham slices well and is not crumbly or brittle. Lean is fine grained and tender; the fat firm, not soft or flabby. The ham is moist without being excessively damp or greasy.

Flavor vs. Shrinkage Saving

There are two courses open to the packer making boiled hams. He can cut his shrink to a minimum and produce a ham with less desirable flavor, or he can make a ham of superior flavor but with a greater shrinkage loss. However, recent developments in boiled ham processing will aid him to produce a ham of good flavor without excessive shrinkage.

The first step in making a good boiled ham is its careful selection from properly chilled hogs. A minimum of pumping, a good curing formula, proper overhauling and use at strictly cured age are all important factors in preparing a good product. If the ham is allowed to remain in cure over the cured age it is likely to become pickle soaked and to have a harsh flavor. This influences the slicing quality.

For really fancy boiled ham some packers prefer to use ham that has been cured without pumping, or with a minimum of pumping. They feel that pumping breaks down the tissue even though hastening the cure. However, many high-quality boiled hams are made from product that has been pumped.

When the ham is brought from the cellar it should be soaked in warm water about 30 to 40 minutes, so that the fat and skin will loosen. This makes it possible to skin and fat it faster and better. Skin is lifted on the face of fat side of the ham and around shank far

enough to fold it over shank. Most of fat is then removed by cutting it away evenly, taking care not to leave lean meat on fat side of the ham exposed too much. The ham will look better if a thin layer of fat is left on.

Boning the Ham

Aitch and shank bones are removed by cutting carefully around knuckle joints with a small short knife. Point of the knife is held close to the aitch bone to avoid cutting deeply into body of the ham. Shank bone is freed in a like manner. A half round chisel is used to remove the ham bone. Inexperienced knife men should not bone hams. Workmen should take extra time in boning rather than cut hams unnecessarily.

If skin is to remain on the ham it is brought back over the shank and sewed into place. One stitch is taken about 2 in. from butt and two stitches through shank or collar. Stitches are tied se-

curely to hold skin in place and close the bone opening. Stitches are taken in meat if skin is removed entirely.

Wrapping for Boiling

Many packers have found that the next step—wrapping the hams in crinkled parchment or stockinet—saves them money in shrink, yields a better-looking and tasty product and cuts the cost of cleaning the ham retainer.

A sheet of crepe parchment is thoroughly wetted and placed in the retainer, with crepe running the long way, and tucked in smoothly to reduce strain when cover is pressed down. The ham is pressed into the retainer with the hands, and ends and sides of the parchment are folded over the top of the meat so ham is completely inclosed. Cover of the retainer is then put on, and pressure applied slowly to permit air to escape without bursting the parchment.

Stockinettes used on boiling hams are made especially for this purpose. The ham is slipped into the bag, ham and bag placed in the retainer and the cover pressed down. The bag may be washed and reused until worn out. The bag leaves an attractive pattern on the boiled ham.

Under similar conditions, packers have obtained similar results from the use of these two types of ham covering.

If a cylindrical retainer is used, the covered ham is placed in the container and its edges drawn together by hand power or air compressors. In other types of retainers the ham is placed with the skin or fat side down so that full pressure of the cover comes on incision at the joint.

Cooking by Steam

Hams are cooked either by steam in tight chambers or in water. If cooked by steam, cookers are usually thermostatically controlled and heat can be regulated at 155 degs. Fahr. Time of cooking varies according to weight of ham. Excellent results have been secured by cooking about 45 minutes to the pound, a 10-lb. ham being cooked 7½ to 8 hours. Steam is then turned off and cool water sprinkled on for 10 to 15 minutes. The hams, still in retainers, are removed and put on a truck, bottom side up so water will drain out.

In both steam and water cooking it is important that there be little variation in weight of hams cooked together. If necessary to cook hams of different averages in same tank the heavier hams should be put in first, mediums next and lightest weights on top. Cook heavy hams the necessary additional time before medium weights are put in and then cook both averages such extra time

What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In large quantities, please write for prices.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name

Street

City

Enclosed find a 10c stamp.

as is necessary before light weights are added.

Cooking in Water

If hams are cooked in water it should register about 200 degs. Fahr. before hams are placed in it. Temperature should be maintained at 155 degs., allowing 40 to 45 minutes cooking per pound.

The cooking time per pound varies among different packers. Some cook from 25 to 33 minutes to the pound, depending on the cooking temperatures. The hams must reach an inside temperature of 137 degs. Fahr. and 148-155 degs. is still better for producing a tasty ham.

Hams cooked in water may be cooled in the vat by filling it with cold water. After water cooling the hams are placed on a truck and wheeled into the cooler. Hams should stay in their retainers from 12 to 24 hours at a temperature of 32 degs. After they are taken out of the retainers they should not be stacked more than two high.

Deep Fat Frying Ham

A practice recently developed to improve the appearance of hams and recover some of the shrink consists of deep fat frying the ham after it is removed from the retainer. The cooked ham is immersed in boiling lard for a period sufficient to brown or crust the surface. Boiled hams so treated have much the appearance of a baked ham, and weigh more after deep frying than before.

Another idea being used to improve flavor of boiled hams consists of placing pieces of skins from bacon slicing room over and under the ham in the retainer before cooking. Considerable of the smoked flavor from the skins is transferred to the hams during cooking, especially when the hams and skins are covered with crepe paper or stockinette.

A boiled ham should be handled very carefully. Many are spoiled in handling after leaving the ham cooking room. They should be protected from changes in temperature causing moisture on the outer surface which may result in slime or mold. Cooked hams should be wrapped for shipment only as needed and stocks should be kept at a minimum consistent with demand.

ENGINE LUBRICATION

How adoption of crankcase ventilators, originally intended solely to prevent thinning out of heavy crankcase oil, resulted in the discovery that thin oils are best for engine lubrication, and how this discovery has reduced cold weather starting troubles, was related by James M. Crawford, chief engineer of Chevrolet Motor Co., to a recent gathering of the company's field service supervisors at Detroit.

Heavier grades of oil were used for-

merly because it was mistakenly believed that extra viscosity was required to make oils "stand up," and also because crankcase oil usually became thin with use, through crankcase dilution. Adoption of efficient crankcase ventilators prevented dilution of the oil, and then it was found that the popular heavy grades were not as effective as thinner oils. Research developed the new light W-grades, and tests proved their superiority for use in modern closely-fitted, high-speed automobile engines.

Every make of engine, Mr. Crawford pointed out, should be operated only with those oils recommended by the car manufacturer. During the winter, selection of the grade of oil should be based on ease of starting; that is a grade should be used that will permit easy starting at the lowest temperature expected during period the oil is to be used.

Use of 20-W and 10-W oil in the winter has virtually ended hard starting, because they remain free-flowing, and permit starter to turn over the engine at good cranking speed. Light oil saves motor bearings, for it begins to flow immediately. Winter damage, which would result if solidified oil let the pistons and bearings work without lubrication, is thus obviated.

PACKERS ARE MODERNIZING

Athens Butchers' Abattoir, Athens, Ga., has recently completed installation of two new coolers using General Electric automatic electric driven compressor units.



SPLITTING BEEF CARCASS.

Herbert Ferrell splits beef carcass with power saw in Wilson & Co. plant, Oklahoma City, while foreman Frank Wagner looks on.

New Trade Literature

Speed Recorders (NL191)—Indication and recording of speed of machinery, turbines, etc., discussed in this broadside. Explains how recorders tell operator speed of machinery and preserve a record for management. Specifications are given and equipment illustrated.—Leeds & Northrup Co.

Floors (NL195)—A four-page folder which describes a new product for patching concrete floors and how to use it. Illustrations show each step in a typical floor repair operation.—Flexrock Company.

Evaporative Condensers (NL196)—Information, with dimension and capacities tables, on a new device for use with refrigerating and air conditioning installations, through use of which it is claimed water costs can be cut as much as 90 per cent in some instances. In this device recirculated spray water absorbs heat from the condensor, and in turn spray water is cooled by evaporation into the air stream.—The Trane Company.

Silent Chain Drives (NL198)—A 32-page book with 30 illustrations on stock silent chain drives, including those from ½ to 60 h.p. Complete details are tabulated for wheels and chains constituting each drive; also list prices, horse power and ratio tables. A few simple instructions for selecting a drive from the tables are included, as are notes on design and installation of steel casings.—Link Belt Co.

Comfort Air Conditioning (NL199)—Cooling cabinets of various capacities are shown and described in this new 24 page book. There is also given much technical information for the man who designs air conditioning systems for comfort, including air resistance table, speed and horsepower table, temperature charts, etc.—Buffalo Forge Co.

Spray Nozzle (NL200)—A pamphlet featuring and illustrating use of a new design of spray head suitable in manufacturing and processing operations wherever a hard-hitting, thin, flat sheet of water is required.—Chain Belt Co.

To obtain information on new trade literature mentioned in **THE NATIONAL PROVISIONER**, write:

Editor **THE NATIONAL PROVISIONER**:

Please send, without obligation, publications listed below. (Give key number only):

No. _____
Name _____
Street _____
City _____

SNAPPY DRESS



SNAPS UP SALES

THIS SERVICE IS FOR YOU

If you're planning a new package, ask our Field Representatives to call on you with helpful ideas. There's no obligation. Just write: Du Pont Cellophane Co., Inc., Empire State Building, New York City.

Cellophane
TRADE MARK

"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.

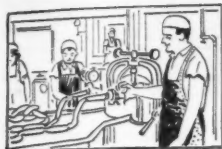


DUPONT ON THE AIR—Listen to "The Cavalcade of America" every Wednesday evening, 8:00 p. m., E. S. T., over Columbia Broadcasting System

THE William Davies Company, Inc., of Chicago, says:

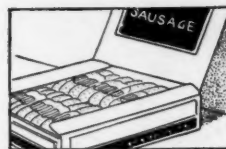
"We consider the cost of our 'Cellophane' transparent wrapping as negligible—considering the splendid selling job it has done for us at the retail counter.

"Items such as our Perfection Butts and Southern Style Bacon Squares depend a lot on *impulse sales*. Here particularly, 'Cellophane' proves its worth by dressing up the product and making it more appealing to the consumer at the time of purchase."



1 Page
for the

SAUSAGE Manufacturer



BOOSTING Sausage SALES

New Ingredient and Clever
Advertising Increase Volume

ADD a new ingredient to a good sausage to improve its flavor and digestibility—tell the public about the product—and sausage sales will grow!

That is the experience of the K & B Packing and Provision Co., which added Angostura Bitters to its Morning Glory pure pork sausage and told the consumers of Denver, Colo., and nearby communities, via newspaper and radio advertising, of the satisfaction they could find in the new sausage.

Did pork sausage sales grow?

They increased better than 250 per cent during the first week, according to officials of the company. Sales gains obtained through use of Angostura—plus aggressive merchandising and advertising—were so satisfactory that the company is now using the bitters in wieners, frankfurts, liver sausage and chili, and plans to add it to all sausage products.

Advertising Used Effectively

Realizing that new qualities in its sausage give it a strong advertising appeal, the company has keyed its promotion to emphasize these factors. The newspaper advertisement, shown on this page, "plays up" the digestibility, mild taste and flavor. The fact that so many consumers have already had first-hand contact with this ingredient in some of its other uses is believed to lead to ready acceptance and approval when used in meat products.

"Better than ever before," the Theurer-Norton Provision Co., Cleveland, O., says in its newspaper advertisements, advising the public what the Angostura tag means on a box of its sausage products. The flavoring is being used by Theurer-Norton in its Paradise brand, U. S. No. 1 grade liverwurst, frankfurters, pure pork sausage, meat loaf, bologna and spiced ham.

This company is not only adding an ingredient to improve a U. S. No. 1 product, but is telling the public about the added qualities. It expects that the new flavor and zest of sausage with Angostura added, plus a quality product, plus merchandising effort will materially increase sausage sales.

The merchandising campaign carried on by the K & B company at Denver was carefully worked out. Tuning in its "inquiring reporter" radio broadcasts from station KLZ with its new Angos-



WHAT THIS TAG MEANS ON PARADISE PRODUCTS

It means that these fine table delicacies are now prepared by the latest discovery in the art of meat packing...*flavor-curing with Angostura*. It means all the flavor of the choice meats and spices brought out and held as never before. It means new zest... and greater digestibility.

LIVERWURST
FRANKFURTERS
PURE PORK SAUSAGE
MEAT LOAF
BOLOGNA
SPICED HAM

Six grand foods—now even
better than ever before.

Made by The Theurer-Norton Provision Company
Under License from Angostura-Wuppermann Corp.



FLAVOR-CURED WITH

ANGOSTURA

SAUSAGE QUALITY IS TAGGED.

tura-flavored products, the packing company began to ask townspeople:

"Have you ever heard of adding Angostura bitters to pork sausage? Do you listeners know that you can now eat more pork sausage—because Angostura added to K & B Morning Glory pork sausage makes its more delicious and digestible. Try it soon, serve with waffles for breakfast; your family will enjoy it."

Letters by the hundreds from radio listeners soon furnished proof that housewives were trying pork sausage with Angostura added—and finding new satisfaction in it.

More proof that the new sausage was gaining consumer approval was shown by the mounting tonnage of pork sausage sold and the growing interest of retailers. Results soon grew beyond expectations. President Louis K. Sigman of the K & B company reports:

Sales Up 250 Per Cent

"Our first week's sales after making Angostura bitters an ingredient in our sausage showed an increase of 250 per cent. We had hundreds of letters from consumers on the merits of Angostura, and as a result were compelled to add the bitters to wieners, frankfurts, liver sausage and chili. Undoubtedly our full line of sausage will soon contain Angostura bitters. We are very much pleased with this product and are going to keep plugging for more sales."

Presenting three or four housewives on each program with a coupon entitling her to a pound of K & B pork sausage with Angostura added, in addition to several other products, was popular with housewives and retailers. The name and address of retailers who would redeem coupons were broadcast. Soon more dealers than ever were stocking the company's products and asking to have their store names mentioned.

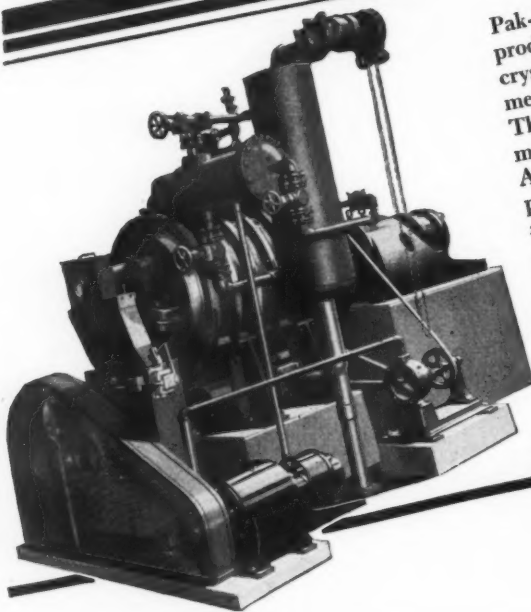
Consumer appreciation of the new tastiness and digestibility of pork sausage brought a decision to use the Angostura in other sausages. More advertising, including a third broadcast each week, is planned to keep K & B sausage with Angostura before the public, maintaining sales advantages already gained and winning new ones.

A number of other packers and sausage manufacturers are now using Angostura under licenses granted to them by the Angostura-Wuppermann Corp. of New York. Best results in increasing sausage sales are expected by firms coupling the use of the flavoring with educational advertising campaigns.

The Angostura company has announced an immediate campaign

(Continued on page 21.)

VILTER



Pak-Ice offers the industry an economic solution of its product icing problems. Pak-Ice, in either briquette or crystal form, increases the efficiency of your former icing methods 50 per cent, with a corresponding saving in cost. The Vilter Pak-Ice machine makes ice in twenty minutes; makes as much or as little as you need, and as you need it. Automatic in operation. Simple, efficient and fool-proof. Requires little attention and occupies remarkably small space. Unit capacities up to 30 tons daily. Investigate the Pak-Ice machine for your requirements.

THE **VILTER**
"SINCE 1887"

MANUFACTURING COMPANY
2118 South First Street
MILWAUKEE, WISCONSIN

REPRESENTATIVES IN PRINCIPAL CITIES

PAK-ICE



"C-B" Cold Storage Door

"The Better Door that Costs no More"

There is a "C-B" Cold Storage Door for every cold storage need.

"C-B" Cold Storage Doors of any type can be completely metal clad. Entire door and frame are each completely enclosed with 26-gauge galvanized iron.

Unexcelled for use where moisture and steam are present, as in packing plants, etc.

Write us for a "C-B" Cold Storage Door catalog and price list.

Get full information before you buy.

A trial will convince you of the superiority of the design, workmanship and finish of the "C-B" Cold Storage Door—"the Better Door that Costs no More."

The Cincinnati Butchers' Supply Corporation

1972-2008 Central Ave., Cincinnati, Ohio 824 Exchange Ave., U. S. Yards, Chicago, Ill.

Another

SPECIALLY
STYLED

MASTERCRAFT TRUCK BODY



One of many styles built by us to individual specifications on a mass production plan. Result—Custom Truck Bodies for your needs at standard prices.

LUCE MFG. CO., Lansing, Mich.



REFRIGERATION and Air Conditioning



Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

SHRINKAGE OF FROZEN MEATS

FREEZING meat results in various physical and biochemical changes, one of which is loss of weight. This occurs during freezing, storage and before chilling, and is caused by dehydration, which also affects appearance of product.

Extent of this dehydration depends on such factors as temperature and relative humidity of air, rate and manner of its circulation, method of refrigeration, quality and condition of the product, chemical composition, method of packing, kind of packaging material used and length of chilling, freezing and storage periods.

To reduce loss in weight of meat before, during and after freezing it is important to know the extent to which the loss is influenced by these factors and their inter-relation. The number of these factors make it quite difficult to make a thorough study, and there is no information available that gives all the answers to the problem.

Investigations carried on recently at the Technical Laboratory, Leningrad, Russia, give certain facts not heretofore recorded. The tests were made in five different cold storage plants, and the meat was placed in rooms equipped with different cooling systems. Temperature conditions were set and kept fixed during the observations. Special attention was given to accuracy of scales, which were checked carefully before each weighing. The test was made on 78,900 lbs. of meat. This quantity was chosen to enable storage to be made in commercial units.

Rooms under observation were equipped with either direct-expansion ammonia coils, brine coils, air-cooling units, or with a combination of them. The variation of temperature and of relative humidity in these rooms was within the usual limits. In rooms where frozen goods were stored, the temperature varied between 17.6 degs. and 12.2 degs. Fahr., the relative humidity between 85 and 95 per cent. Air was recirculated from four to six times per hour and replaced by the new air at a rate of from zero to twice in twenty-four hours.

In rooms where chilled goods were stored, the temperature varied between 35.6 degs. and 30.2 degs. Fahr., relative humidity between 80 and 95 per cent, circulation of air from four to six times

per hour and replacement of air from one to four times in 24 hours.

Loss in weight during 48 hours of chilling of beef carcasses was found to be from 1.8 to 2.1 per cent, depending on quality of the beef. Temperature varied from 32 to 35.6 degs. Fahr. and relative humidity between 82 to 90 per cent. In chilling of mutton loss was found to vary from 2 to 2.2 per cent in 24 hours.

SHRINK OF FROZEN MEAT IN STORAGE.

	No. of Months in Storage					
	1	2	3	4	5	6
	%	%	%	%	%	%
Beef	1.0-1.7	1.3-2.4	1.6-2.9	1.8-3.3	1.9-3.7	
Mutton	1.3-1.6	1.7-2.2	2.0-2.7	2.3-3.1	2.5-3.3	

Loss in weight in freezing beef carcasses varied from 1.2 to 1.7 per cent. Temperature of freezer varied between minus 4 to minus 5 degs. Fahr., rela-

tive humidity 86 to 90 per cent and freezing time was from two to three days. In this time temperature of the carcasses was lowered from 35.6 and 50 degs. to 17.6 degs. Fahr. Mutton showed the loss of 1.8 to 2.2 per cent in weight during freezing.

Loss in weight during storage of meats at a temperature of 17.6 to 14 degs. Fahr. and relative humidities of 85 to 90 per cent was found to be equal.

REFRIGERATION NOTES

Eureka Ice & Cold Storage Co., 3rd and B sts., Eureka, Calif., is building a new cold storage plant.

Pure Ice Co., New Britain, Conn., is constructing addition to cold storage plant.

Donaldsonville Finance & Realty Co., Golden Meadow, La., has purchased 47-ton refrigerating machine and 40-ton ice freezing system for use in ice plant.

G. B. McDougall, Sacramento, Calif., is preparing plans for cold storage and ice plant.

Wm. Sydow, public service director, plans installation of \$50,000 precooling plant at Miami, Fla.

Herman Rusch, Bozeman, Mont., is constructing new plant with cold storage locker system.

Railways Ice Co. is adding two storage rooms for cold storage lockers at Shattuck, Okla.

PAINT IN PACKING PLANT

(Continued from page 9.)

well recognized. Wherever food products come in direct contact with painted surfaces, it is highly essential that the pigments used be of a safe nature.

Aluminum paint is equally applicable to other surfaces, as well as walls and ceilings, and is frequently utilized on machinery and various equipment. For use on metal, especially where humidity is high and corrosion conditions are severe, it is advisable to employ at least three coats of the paint, using one of the newly developed acid and alkaline resisting synthetic varnishes as a vehicle. In other places, a single coat of aluminum paint may be all that is necessary for good protection. A second coat may be applied later for the sake of improved appearance.

On wood, aluminum paint is employed both as a primer and as a finishing coat. Its high resistance to moisture passage is a particular advantage in the meat plant, where temperature and humidity are usually abnormal.

AIR CONDITIONING

- What it is
- Why it is needed
- Where it should be used

in the MEAT PLANT

A clear statement by a recognized authority about this newest development for **saving and improving product in the packing and sausage plant.**

Describes methods and gives temperatures and humidities for each department of the plant.

Fill out and return the coupon if you want a copy.

THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.
Please send me copy of "AIR CONDITIONING IN THE MEAT PLANT."

Name.....

Company.....

Street.....

City.....

Enclosed find 50c in stamps.

STOP Vapor Penetration WITH

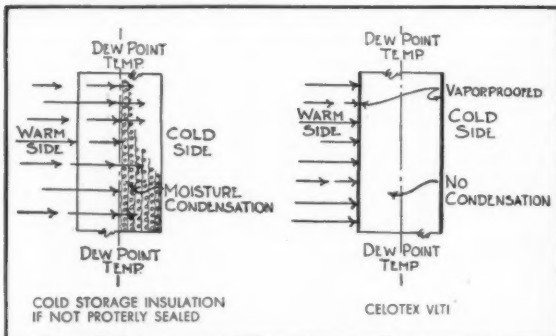
CELOTEX-VLTI*

*(Vaporproofed Low Temperature Insulation)

Will the low conductivity of your insulation be maintained, or will vapor penetration rob it of its efficiency thereby raising operating costs? That is a problem every buyer of cold storage insulation should consider.

Waterproofing the material is not enough. The insulation must be completely sealed to prevent condensation of vapor within the air cells of the insulation—(interstitial condensation.)

Celotex VLTI is a vaporproofed low temperature insulation specifically designed for cold storage use. By a special process of sealing each block at the factory, the efficiency of the insulation is definitely assured. Additional protection is afforded by the asphalt used in applying the insulation.



The chart (left) shows how moisture-laden air penetrates insulation that is not properly sealed from the warm side until the dew point temperature in the insulation is reached where condensation takes place.

The chart (right) shows Celotex VLTI which is vapor sealed at the factory and in which condensation does not take place. See A. S. R. E. Refrigerating Data Book (1932-1933) showing that the type of enrobing used for the Celotex VLTI blocks is impervious to air leakage.



You are invited to submit your cold storage insulation problems to our engineers, who will make recommendations without obligation. Write for booklet on Celotex VLTI.

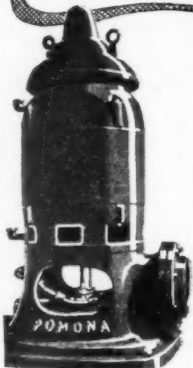
THE CELOTEX CORPORATION
919 N. Michigan Ave. Chicago, Ill.

CELOTEX

Reg. U. S. Pat. Off.
Vaporproofed Low Temperature Insulation
(Pat. Applied for)

Celotex Cane Fibre Products are manufactured under the Ferox Process (patented) and resist damage by Fungus Growth, Dry Rot and Termites (white ants). Look for the brand name. Accept no substitutes.

... WHY 32 % OF POMONA ORDERS FOR 1935 WERE REPEAT BUSINESS



"We like the POMONA because we do not have to pull it up for repairs, or other troubles, and have no repair expense."

"No more perfect performance could be expected of any piece of equipment. At this writing our POMONA has been running continuously for two years and nine months, without stopping."

"The pump delivers an enormous amount of water, has been constantly used since installation and they did not even know they had a bearing in the pump, insofar as any trouble was concerned. This pump is operating right in the Mississippi River which is the most abrasive water that a pump can handle."

"The POMONA installed at McLean, Texas, was the first in the Texas Panhandle. This pump was installed in May, 1927, runs continuously, averaging the year around about 12 hours out of every 24, has never been pulled. They have never spent one cent repairs on the pump or motor."

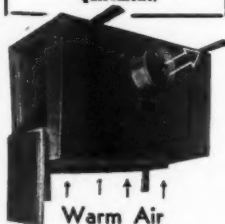
POMONA PUMP CO.

53 W. Jackson Blvd., Chicago • 206 E. Commercial St., Pomona, Cal.

POMONA TURBINE PUMPS



Made in Four Sizes
to Meet Your Re-
quirement.



Warm Air

The Modern COMMERCIAL BODY COOLING UNIT

Used by Leading Packers
for Route Deliveries

Now in Third Year

**THEURER
WAGON WORKS, INC.**
INSULATED-REFRIGERATED
COMMERCIAL BODIES
New York City North Bergen, N. J.

Our Consulting Service Will Solve Your Problems

Steam...Power...Water...

Refrigeration...Air Conditioning

Consult Us Before You Spend

BRADY, MCGILLIVRAY & MULLOY

CONSULTING ENGINEERS

37 West Van Buren St.
Chicago, Ill.

1270 Broadway
New York City, N. Y.

HOTEL MEN HEAR ABOUT MEAT

"Although the pig may not be in the parlor, it seems to be on its way back into the dining room," John H. Moninger, of the Institute of American Meat Packers, remarked March 27, in a talk before the Illinois and Greater Chicago Hotel Association at Chicago.

Discussing the current live stock and meat situation before the gathering of hotel men, Mr. Moninger pointed out that prices of most cuts of pork are substantially lower at the present time than they were in October, 1935, when prices of most pork cuts in Chicago were at or near their peak levels.

In addition to the declines in the price of pork, beef prices also have shown substantial declines at wholesale, he said. Beef tenderloins, for instance, have dropped about 13 per cent since last May, when prices of beef were at their peak levels. Beef loins—which furnish the most popular beefsteaks—have declined in price from 15 to 32 per cent, and the wholesale cut from which round steaks come has moved downward about 24 per cent. Prices of the cut which supplies rib roasts also are substantially lower than those of last May. Wholesale prices of this item have dropped from 11 to 32 per cent.

Mr. Moninger stated that quality of meats in 1936 should be good. Relatively larger supplies of feed for live stock throughout the country have made this good quality possible. Also, he pointed out that according to recent estimates the aggregate production of meat in 1936 will be from ten to twelve per cent below the 1925-1934 average—which may be considered as normal—though perhaps about five per cent above last year's relatively small production.

WANT MEAT DIET DATA

That marked interest is being shown in the high protein weight reduction diet, in which overweights have the privilege of eating lean meat three times a day, is indicated by the many requests for lectures on the subject coming to Dr. Leo K. Campbell of Rush Medical College, Chicago, whose study showed the value of meat in safe reducing.

Dr. Campbell has recently accepted an invitation to appear in April on the program of the American Chemical Society convention which will be held in Kansas City. His talk on this program will cover the subject of weight reduc-

tion and weight gaining, showing the results of his studies using meat in both cases. In addition he will discuss investigations which he has carried on under the sponsorship of the National Live Stock and Meat Board which show that there are no harmful effects from the use of large quantities of meat in either of the above diets.

MEAT AND LARD POSTER

With smoked meats selling at levels substantially lower than the peak prices of last year, and with prices of lard showing even greater declines than those of smoked meats, the present time seems unusually auspicious for the use of promotional material on hams, bacon and lard.

The display available from the Institute of American Meat Packers, showing a delicious baked ham, a plate of bacon and eggs, and attractive cakes made with lard, supplies an inexpensive, attractive means for any packer to direct the attention of consumers to the products of his plant.

Efforts which the Institute has made to develop greater use of lard in certain kinds of cake, and the fact that the season is approaching when fresh fruits are important in the menu, seems to make this an unusually good time to push lard.

The Institute display was developed in response to the demand received at the Institute offices for attractive display material on smoked meats and lard which the packer could purchase without having the expense of all of the art work and other costs of development of a high class window display.

This display should help packers to merchandise their hams, bacon, and lard in the coming months. Imprinted with the packer's firm name and trademark, they should enable any packer who uses them to improve the distribution and sales of these important products.

Orders for the ham, bacon and lard display should be sent promptly to the Institute offices. The volume of orders received will determine the price of the displays to packers who order them.

FIND A GOOD MAN

A good man may meet a good job through the "Classified" pages of THE NATIONAL PROVISIONER. Do you need either?

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Mar. 25, 1936, or nearest previous date:

	Sales.		High.		Low.		—Close—	
	Week ended		Mar. 25.		Mar. 25.		Mar. 25.	
Amal. Leather..	2,900	4%	4%	4%	4%	4%	4%	4%
Do. Pfd.	200	38	38	38	38	38	38	38
Amer. H. & L.	18,900	84	7%	8	7%	8	7%	8
Do. Pfd.	1,200	43 1/2	41 1/2	43 1/2	42 1/2	43 1/2	42 1/2	43 1/2
Amer. Stores...	1,100	31 1/2	30 1/2	31 1/2	31 1/2	31 1/2	31 1/2	31 1/2
Armour Ill.	36,100	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2
Do. Pr. Pfd.	1,300	80 1/2	80	80 1/2	80	80 1/2	80	80 1/2
Do. Del. Pfd.	700	108	108	108	108	108 1/2	108 1/2	108 1/2
Beechnut Pack.	200	88 1/2	88 1/2	88 1/2	88 1/2	88 1/2	88 1/2	88 1/2
Bohach, H. C.	225	9 1/4	9 1/4	9 1/4	9 1/4	9 1/4	9 1/4	9 1/4
Do. Pfd. ....	.....	.....	.....	.....	.....	45	45	45
Chick. Co. Oil.	1,200	27 1/2	26 1/2	26 1/2	26 1/2	26 1/2	26 1/2	26 1/2
Childs Co.	2,400	10 1/2	10	10	10	10 1/2	10 1/2	10 1/2
Cudahy Pack.	800	40 1/2	40	40	40	39 1/2	39 1/2	39 1/2
First Nat. Strs.	3,500	41 1/2	41 1/2	41 1/2	41 1/2	42	42	42
Gen. Foods	16,300	35 1/2	35 1/2	35 1/2	35 1/2	35 1/2	35 1/2	35 1/2
Gobel Co.	8,400	7	6 1/2	7	6 1/2	7 1/2	7 1/2	7 1/2
Gr. A. & P. 1st Pfd.	400	126	126	126	126	125 1/2	125 1/2	125 1/2
Do. New	400	115	110 1/2	110 1/2	110 1/2	114 1/2	114 1/2	114 1/2
Hormel, G. A. ....	.....	.....	.....	.....	.....	18	18	18
Hygrade Food.	3,600	4 1/2	4 1/2	4 1/2	4 1/2	4 1/2	4 1/2	4 1/2
Kroger G. & B. 11,400	24	23 1/2	24	23 1/2	24	23 1/2	23 1/2	23 1/2
Libby McNeill.	5,400	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2
Micelberry Co.	1,800	3	3	3	3	3 1/2	3 1/2	3 1/2
M. & H. Pfd.	320	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2
Morrell & Co.	200	50 1/2	50 1/2	50 1/2	50 1/2	50 1/2	50 1/2	50 1/2
Nat. Leather.	1,800	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2
Nat. Tea	2,700	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2
Proc. & Gamb.	9,500	46 1/2	46	46 1/2	46 1/2	45 1/2	45 1/2	45 1/2
Do. Tr. Pfd.	50	119 1/2	119	119 1/2	119 1/2	118 1/2	118 1/2	118 1/2
Rath Pack. ....	.....	.....	.....	.....	.....	25	25	25
Safeway Strs.	5,500	30 1/2	30	30 1/2	30 1/2	31 1/2	31 1/2	31 1/2
Do. 6% Pfd.	140	110	110	110	110	110 1/2	110 1/2	110 1/2
Do. 7% Pfd.	170	112 1/2	112 1/2	112 1/2	112 1/2	113	113	113
Stahl Meyer ....	.....	.....	.....	.....	.....	22	22	22
Swift & Co.	15,700	23 1/2	23 1/2	23 1/2	23 1/2	23 1/2	23 1/2	23 1/2
Do. Intl.	3,700	32 1/2	32 1/2	32 1/2	32 1/2	32 1/2	32 1/2	32 1/2
Trunz Pork ....	.....	.....	.....	.....	.....	.....	.....	.....
U. S. Leather.	600	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2
Do. A.	7,300	17 1/2	16 1/2	17 1/2	17 1/2	16 1/2	16 1/2	16 1/2
Do. Pr. Pfd.	800	84	84	84	84	84	84	84
Wesson Oil	7,400	40 1/2	39 1/2	40 1/2	40	38 1/2	38 1/2	38 1/2
Do. Pfd.	1,000	80 1/2	80 1/2	80 1/2	80 1/2	80 1/2	80 1/2	80 1/2
Wilson & Co.	15,900	9 1/2	9	9 1/2	9	9 1/2	9 1/2	9 1/2
Do. Pfd.	800	83	83	83	83	82	82	82

*Or last previous date.

FINANCIAL NOTES

A dividend of 6 1/2 cents has been declared on stock of the Cudahy Packing Co., payable April 15, to stockholders of April 4. Dividends of \$3 on 6 per cent preferred stock and \$3.50 on 7 per cent preferred stock are payable May 1, on stock of record on April 20.

Amalgamated Leather Co. report net income of \$157,276 for 1935, equivalent to \$3.17 per share, against \$183,966 or \$3.71 per share in 1934.

Cleveland Union Stockyards has declared a quarterly dividend of 12 1/2 cents, payable April 1, on stock of record March 25.

Wesson Oil and Snowdrift reports net income of \$1,545,000 for 6 months ended February 29, against \$1,503,365 during the same period last year.

Directors of Wilson & Co. have declared quarterly dividends of \$1.50 per share on preferred stock and 1 1/2 cents a share on common. The latter dividend will be paid June 1, to stockholders of record May 15, while the preferred payment will be made May 1, to stockholders of April 15.

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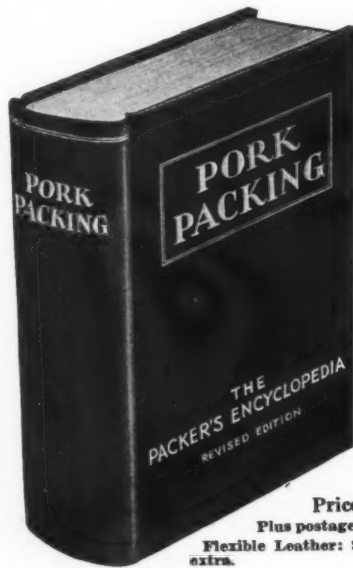
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● Specializing in Meat Packing Plants, Refrigeration, Air Conditioning
INDUSTRIAL AND CONSTRUCTION LOANS

Do You Know How to CONVERT as well as to MAKE pork cuts that bring the best prices?



Price \$6
Plus postage 25c.
Flexible Leather: \$1.00
extra.

This book shows the pork packer how to operate to best advantage, how to make operations efficient, get highest possible yields from products. Discusses important factors in departmental operation—has many important figured tests for increasing profits!

CHAPTER HEADINGS

- | | |
|--------------------------------|--------------------------------------|
| I—Hog Buying | II—Hog Killing |
| III—Handling Fancy Meats | IV—Chilling and Refrigeration |
| V—Pork Cutting | VI—Pork Trimming |
| VII—Hog Cutting Tests | VIII—Making and Converting Pork Cuts |
| IX—Lard Manufacture | X—Provision Trading Rules |
| XI—Curing Pork Meats | XII—Soaking and Smoking Meats |
| XIII—Packing Fancy Meats | XIV—Sausage and Cooked Meats |
| XV—Rendering Inedible Products | XVI—Labor and Cost Distribution |
| XVII—Merchandising | |

You NEED this book for successful operation. It is a practical discussion of best pork packing methods, backed up by extensive test figures!

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PRESTIGE

Out-of-town packers tell us they profit from a connection with Live Stock National Bank. An account here places at your disposal the same banking and quick collection facilities used by leading packing firms.

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Tubs + Packinghouse
Buckets + Sausage
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Delivery Baskets +
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STEEL PRODUCTS CO.
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Dubuque Trucks are illustrated and priced in our new bulletin. Write!

Stainless Steel

No retinning, no re-
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clean. Non-corro-
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still good as new!"

UNITED Sausage MOLDS

Make the kind of sausage that really SELLS—molded sausage. Attractive shape and better appearance build sales and profits. Easy to make with UNITED Sausage Molds. Electrically welded, strong, sturdy. Write for prices!

UNITED STEEL & WIRE CO.

Battle Creek, Mich.
Kansas City, Mo.



Ask
for
Samples!

PACKER MERCHANDISING

(Continued from page 8.)

Some groups are doing a comparatively good job without the use of price in general consumer advertising—they do, however, sell an idea—that of building soundly.

The merchandising job is important. It means not only follow-through on the advertising by having advertised items on hand and properly displayed when people come into the store, but actual handling of the customer either personally or over the telephone. Educational work is being done along these lines, both owners and salespeople, being shown how to handle their customers in a courteous, helpful manner.

Efficiency is being created through the delegation of responsibility. This gives the "boss" more time to watch operations and to meet and make friends with his customers. Item or brand substitution, involving "bad buy," a "pain" in the past, is giving way to building permanent brand preference. (This is usually a sponsored brand or a brand of a "connection.")

Need a Meat Program

Most food store owners recognize the power of meats as a feature classification to pull people into their stores. However, their methods of handling the meat problem have been far from satisfactory in many cases.

This is largely because they haven't found a packer who had a program for them which would compare to their set-up on dry groceries. They feel forced to resort to the judgment of one or two in the local group for the selection of items, then to the bidding method of securing prices from all packers in the local market.

This practice is unhealthy for packers, and does not make profitable business, because the groups take the lowest-priced item from each packer. Almost invariably it is the item on which the packer has placed a low price, the dealer hoping he could thus obtain additional items.

This causes a fluctuation of tonnage, and invariably when the bidding packer expects sales of beef, at a reasonable figure, as well as pork and sausage, he winds up with only lard or butter.

Bad for Packer and Dealer

This practice is not only bad for the packer but it is not good for the groups. First, because they are not building buying power with any one packer; second, because the selection of items is purely on a price basis, and has nothing more than that behind it. If the meat business of these stores is to be developed, it is up to packers to capitalize on the set-up already existing and offer merchandising plans that will be advantageous to the individual food store, and to themselves as well.

Merchandising of the voluntaries is constantly improving—it has improved by leaps and bounds in the past few

years, which is one thing that has contributed to the total increase in volume done by these stores. Membership has not increased as fast as it did during the formative periods, but the thinning-out process has eliminated most of those who did not cooperate, making each group all the more desirable as outlets.

Use Planned Merchandising Methods

Generally, a headquarters planning committee sets up a plan for its group each week. This plan, consisting of their operations on dry groceries, meats, green goods, dairy products and bakery goods, is in the hands of each member in time to set up his own operations to tie in with the general plan.

Some readers may call to mind the assertion that a competitor of an "authorized connection" sold just as much to the stores as he did before the competitor made the connection. This may be true for a time with a few of the stores, but the thing that is overlooked is that the fellow who has the "connection" does a building job with the group idea. The one who "sells just as much" is doing a destructive job, and can't keep it up because he generally has to use PRICE to get in.

Members of voluntary chains are in the groups for help, primarily on selling, although they don't all realize it.

Selling More Important Than Buying

This is an about-face from the old idea that stressed their importance as buyers.

Only a short time ago the most important thing in the mind of a retailer was how cheaply he could buy merchandise. He felt himself a man of great importance in the scheme of things because he spent the money—he was the buyer.

The organization method which sets up a preplanned buying program has eliminated a lot of this. Selling is the important thing today. Through the dry grocery program they have learned that buying power is created through concentration of purchases, and not in taking the "best buy" of every peddler who comes along, loading up the cellar or the back room with merchandise that too often stayed right there.

Voluntaries form a centralized clearing house for good constructive merchandising plans, programs that will help them sell more goods, help them go beyond the \$2,500,000,000 mark in total sales.

Need Education on Meat

Most of their headquarters staffs, whether in the national office or in the local wholesale house, are dry-grocery minded, interested in selling dry groceries and not in creating a selling plan for products on which they realize no profit.

However they do welcome plans on

meats, green goods, dairy products and bakery goods which are adaptable to their set-up. If it is a financially helpful plan, so much the better. If the cooperative plan cannot be financially helpful to the cause, then it must be more powerfully helpful from a merchandising viewpoint.

EDITOR'S NOTE.—This is the second article in a series on improved merchandising methods by which meat packers can build greater profits. The third will discuss "A Meat Program for Voluntary Chains."

BOOSTING SAUSAGE SALES

(Continued from page 15.)

through newspapers and women's magazines, with merchandising and advertising aids for sausage manufacturers to tie in with it. The company states that it will spend \$250,000 in its initial campaign. National advertising of sausage and use of Angostura in it will thus back up individual efforts of local packers.

MORNING GLORY... SCORES AGAIN!

Now! A PURE PORK SAUSAGE with Angostura Bitters

BOY! THIS SAUSAGE IS GOOD! TRY IT!!!

Making a Good Product Better!

For you who want this delicious sausage to be even better than it is, try our new sausage. The addition of Angostura Bitters to your Morning Glory Pure Pork Sausage makes it a real winner. It's the difference between the ordinary "sausage" and the "sausage" that's really good. And all that research has been done for you. The Angostura advantage is in the Angostura Bitters. It's a wonderful mild taste and makes the perfect sausage.

We ask that you try Morning Glory Pure Pork Sausage, cured and flavored with Angostura Bitters. You'll find real enjoyment, too. Flavor and the economy as well.

Only in Morning Glory Pure Pork Sausage will you find this beautiful addition.

L. E. Hagen, President, **K & B Packing and Processing Co.**

AT ALL BETTER MEAT MARKETS...

HOW ONE PACKER ADVERTISED.

Use of Angostura in meat products is a recent development. One or two ounces of the bitters added to 100 lbs. of meat mixtures for frankfurters, wieners, liver sausage, chili con carne or any other of the popular sausages, is said to impart a new and intriguing taste without destroying the original flavor of the meat or of the seasoning used.

Tests made with pork sausage and chili con carne, for example, are said to have shown that the fat substances in either become modified and taste cream-like through the addition of this product. Thus the objection to fat flavor, so common among consumers, is dispelled.

The Angostura is added to sausage at the end of the cutting and mixing process, after the ice and water have been absorbed and other spices well amalgamated. An average of about 1 oz. to 100 lbs. of meat is being used. Permission to use the process under pending patents must be obtained from the Angostura-Wupperman Corp., New York.

These
FAMOUS BRANDS
are shipped in
E-Z SEAL
STEEL
BARRELS



Food Protection Lined

These barrels are SPOTLESSLY CLEAN and coated inside with a Protective Lining baked on at high temperature — AS IMPERVIOUS AS GLASS, YET RESILIENT ENOUGH TO PREVENT CHIPPING.

Let E-Z SEAL help increase your sales by delivering your product in better condition (fresher and purer), and providing a practical utility barrel for your customers to use.

E-Z SEAL Steel Barrels eliminate soakage losses and contamination, are easy to open and re-seal—and the empty drums can be used for storing other ingredients or sold at high prices.

*Write for test sample and prices
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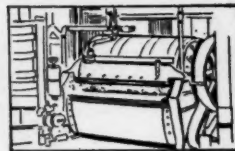
Cortlandt 7-0231

Three Modern Factories—Sales Offices and Warehouses in Principal Cities

LARD	10-12 lb. av.
BELLIES	10-12 lb. av.
HAMS	10-12 lb. av.
LOINS	10-12 lb. av.
BUTTS	10-12 lb. av.

Provisions and Lard

Weekly Market Review



Market Active — Prices Stronger — Hogs Firmer — Hog Run Fair — Cash Trade Satisfactory — Agricultural Dept. Intimates Expansion in Livestock Production.

LARD market the past week showed greater activity and strength and moved up nearly $\frac{1}{2}$ c per pound, responding to outside absorption, strength in hogs, moderate hog arrivals, and a satisfactory cash trade. Change in sentiment the previous week carried over into this week and aided the upturn materially.

There appeared to have been buying of lard against sales of corn and cotton oil. Packinghouse interests as well as commission houses were on the buying side, but as prices moved upward, quite a little profit taking was encountered, and some increase in hedge selling served to temporarily halt the upturns.

Average price of hogs at Chicago at the outset of the week was \$10.50 per cwt. compared with \$10.30 the previous week, \$8.90 a year ago, \$4.25 two years ago and \$3.90 three years ago. Top hogs at Chicago rose during the week to \$11.00, reacted to \$10.75 compared with \$10.65 at mid-week the previous week.

More Hogs in Prospect

Average weight of hogs received at Chicago the past week was 246 lbs. compared with 245 lbs. the previous week, 241 lbs. the same week last year and 236 lbs. two years ago.

The feeding differential between hogs and corn had been favorable for some time past but has been receiving very little attention. Bullishness in commission house and trade quarters of late has been predicated on expectations of a modest slaughter of hogs the next several months, and a belief that there will be no material upbuilding of the comparatively moderate stocks now on hand. In this connection, however, the Department of Agriculture in its outlook report said in part: "The intentions to plant indicate about an average acreage of feed grains for harvest next fall. Average growing conditions would yield a slightly more than average supply of feed grains, for each unit of grain-consuming livestock and poultry on farms next year. Low feed prices relative to livestock prices would tend to encourage further expansion in production of livestock—especially hogs—in 1937 and to increase the finishing of cattle and the production of milk."

The department emphasizes that these reports are not forecasts of production but are interpretations of what might occur should farmers carry out

their intentions as of March 1, and should average yields be obtained.

As a consequence, weather conditions in the grain growing and the cotton belts will command more attention from this time forward.

The final cotton ginning estimate for 1935 of 10,635,156 bales was calculated as forecasting a cotton oil crush of between 2,450,000 and 2,475,000 bbls., slightly less than previously counted on, and compares with the oil outturn of 2,430,000 bbls. in 1934.

Official exports of lard for week ended March 14 were 2,476,000 lbs. against 1,859,000 lbs. the same time last year, making exports January 1 to March 14, 1936, only 19,522,000 lbs. against 38,135,000 lbs. the same time last year. However, during the week there was considerable discussion again relative to the closeness of lard being in line for export. Presumably this referred to the English market. Prospects of business with the Continent are

not considered very bright owing to monetary conditions, especially in Central Europe.

PORK—Demand was fair at New York and market steady, with mess quoted at \$32.67 $\frac{1}{2}$ per bbl., family \$31.37 $\frac{1}{2}$ and fat back \$21.75@28.25 per bbl.

(See page 32 for later markets.)

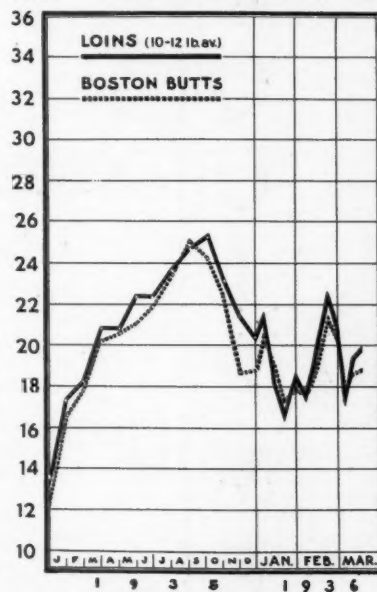
LARD—Demand was fair at New York and the market firmer with prime Western quoted at 11.65@11.75c, middle Western 11.55@11.60c, New York City tierces 11@11 $\frac{1}{2}$ c, tubs 11 $\frac{1}{2}$ @11 $\frac{1}{2}$ c, refined Continent 12@12 $\frac{1}{2}$ c, South American 12 $\frac{1}{2}$ @12 $\frac{1}{2}$ c, Brazil kegs 12 $\frac{1}{2}$ @12 $\frac{1}{2}$ c. Compound in car lots 11 $\frac{1}{2}$ c, smaller lots 12c after sales at 11 $\frac{1}{2}$ c earlier in the week.

At Chicago regular lard in round lots was quoted at 5c under May, loose lard at 47 $\frac{1}{2}$ c under May and leaf lard at 47 $\frac{1}{2}$ c under May.

BEEF—Market was rather quiet but steady at New York with mess nominal, packer nominal, family \$18.50@19.50 per bbl., and extra India mess nominal.

LOINS (10-12 lb. av.) & BOSTON BUTTS

CENTS PER LB.



Close relationship between prices of fresh pork loins and Boston butts throughout most of 1935 and so far in 1936 is indicated in this chart, which is a part of THE NATIONAL PROVISIONER DAILY MARKET SERVICE series. Recent lower prices on butts are not so much evidence of weakness in this product as of strength in the loin market.

EXPORT NOTES

Germany now requires storage of lard imports for a certain time, whether fat is purchased by government or a private firm, according to U. S. Department of Commerce reports. Germany imported about 6,886,000 lbs. of lard in January, Hungary and Denmark being principal suppliers. Only about 50,600 lbs. was American lard. It is only theoretically possible to sell American lard through Aski accounts or barter since prices are not high enough to make transactions profitable.

Liverpool trade reports a decided improvement in demand for lard. Cheaper grades are becoming scarce, strengthening the relative position of American lard.

Czechoslovakian government has set the customs duty on rendered lard for the period from February 10 to July 9, 1936, at 120 crowns or about \$5.04 per 220 lbs. Duty on "raw pork fat" is 90 crowns or about \$3.78 per 220 lbs.

Spanish import quotas on animal and vegetable fats and oils for second quarter will be same as for the first, according to a ministerial order. Only change will be in quota on animal fats "not specially mentioned" which will be increased from 148,900 to 1,662,000 lbs.

Under the reciprocal trade agreement recently completed between the United States and Nicaragua, the Nicaraguan duty on lard has been reduced from .12 to .10 cordobas per gross kilo.

A
D
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M
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Efficiency Plus

... Plus a finer, juicier, better looking product—a product that brings greater sales volume. And this at the lowered cost which comes with the high efficiency that has made Adelman equipment the outstanding favorite with meat packers.

Liberal Trade-In Allowances

Send today for schedule of liberal trade-in allowances and valuable booklet containing helpful hints and listing the complete Adelman line.

Purchases of Adelman Ham Boilers or equipment may be financed in amounts up to \$2000 for periods as long as three years, thru our bank under the Modernization Credit Plan of the Federal Housing Administration. Ask for details today!



"Adelman—The kind your ham makers prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

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TRY SPECIALTIES

made the Shellabarger way!

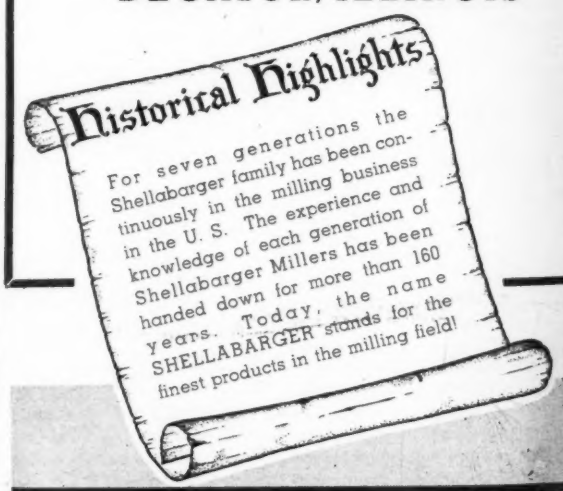
For finer specialties, that sell fast and bring satisfactory profits, use SHELLABARGER Sausage Flours! Economical and effective—they give better yields and superior product.

SAUSATONE, an exclusive U. S. Patented Shellabarger product, is especially good for fine specialties. It has a real meat flavor that permits its use without detracting from the natural fine flavor of the product. It gives tremendous gains in yields. It has great binding power that holds the product together, gives greatly improved slicing qualities. SAUSATONE improves quality, flavor and appearance.

SAUSATONE is only one of several Shellabarger products that can be profitably used in all types of specialties. Get complete information and samples today!

SHELLABARGER

Grain Products Co.
DECATUR, ILLINOIS



BRITISH AID TO FARMERS

Government attempts to aid British agriculture through marketing boards have been lacking in balance and co-ordination, according to an English food publication. It comments that the pig scheme is severely handicapped by the large number of inefficient bacon factories, England having 600, while Denmark, handling more pigs, has only 80. Danish factories turn out a standardized product which has a ready sale in England. The suggestion is made that the only alternative to reducing the number of British plants is to fix a standard of bacon and prohibit any lower standard coming on the market.

GERMAN HOGS AND LARD

Top hogs at Berlin for the week ended March 11, 1936, were quoted at \$17.70 per cwt., compared with \$17.70 the previous week and \$15.60 at the like period a year earlier. Lard in tiers at Hamburg was quoted at \$12.40 per cwt. against \$12.53 the previous week, with no quotation for last year.

LARD AND GREASE EXPORTS

Exports of lard from New York City, Mar. 1, 1936, to Mar. 25, 1936, totaled 2,530,309 lbs.; greases, 1,069,750 lbs.; stearine, 58,000 lbs.

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Mar. 21, 1936:

	PORK.		
	Week ended Mar. 21, 1936.	Week ended Mar. 23, 1935.	Nov. 1, 1935 to Mar. 21, 1936.
	bbls.	bbls.	bbls.
Total	100	25	928
United Kingdom	2,661	3,568	110
Continent	100	...	658
West Indies .....	...	...	160

	BACON AND HAMS.		
	M lbs.	M lbs.	M lbs.
Total	2,661	3,568	43,268
United Kingdom	2,661	3,568	43,108
Continent .....	...	...	19
West Indies .....	...	...	139
Other countries .....	...	...	2

	LARD.		
	M lbs.	M lbs.	M lbs.
Total	1,049	2,528	37,514
United Kingdom	900	2,452	34,359
Continent	11	74	2,611
Sth. and Ctl. America .....	...	...	1
West Indies	138	2	541
Other countries .....	...	...	2

	TOTAL EXPORTS BY PORTS.		
	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
From			
New York	100	328	541
Boston .....	...	20	75
New Orleans .....	...	...	138
W. St. John .....	...	2,313	295
Total week	100	2,661	1,049
Previous week .....	...	2,024	2,244
2 weeks ago	30	3,143	2,240
Cor. week 1935	25	3,567	2,527

SUMMARY NOV. 1, 1935, TO MAR. 21, 1936.

	1935 to 1936.	1934 to 1935.	Increase.	Decrease.
Pork, M lbs. ...	186	235	...	49
Bacon and Hams, M lbs. ...	43,268	61,675	...	18,407
Lard, M lbs. ...	37,514	64,976	...	27,462

Hog Cut-Out Results

SHORT hog receipts during the week resulted in higher prices and increased cutting losses on the heavier averages. Good hogs from 180 to 300 lbs. in weight sold near the top of the market each day, and there was a steadily narrowing spread between extreme heavies and the top prices.

On the opening day of the period, hogs reached \$11.00 at Chicago, highest price in over a month, but much weakness in consumer demand for fresh pork resulted in some decline in price, although the closing top of \$10.85 was paid for good hogs weighing from 180 to 230 lbs. and 250- to 300-lb. hogs sold from \$10.40 to \$10.75.

Only extreme scarcity could command such prices as hogs can not cut out this value even in green product. When it is considered that much of the hog is cured and many other charges added to the first cost and that this product must come on the market in two to four months with no assurance that prices at that time will be as good as they are now, it should be possible to start with green product without loss.

The short form hog test shown on this page is worked out on the basis of hog and fresh pork prices at Chicago, with representative yields and average costs and credits. With a decline in the number of hogs slaughtered, the average cost per cwt. alive is higher.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	14.00	18%	\$ 2.63	13.70	18%	\$ 2.48	13.30	17%	\$ 2.36
Picnics.....	5.60	14%	.80	5.30	14	.74	5.00	12%	.64
Boston butts.....	4.00	18	.72	4.00	18	.72	4.00	18	.72
Loins (blade in).....	9.80	19%	1.95	9.50	18%	1.73	9.00	17%	1.54
Bellies, S. P.....	11.00	19%	2.13	8.70	17%	1.53	3.50	16%	.59
Bellies, D. S.....	.....	.....	.....	3.00	14%	.43	9.00	14%	1.27
Fat backs.....	2.00	8½	.16	4.00	8½	.34	5.00	9	.45
Plates and jowls.....	2.50	9	.23	2.50	9	.23	3.30	9	.30
Raw leaf.....	2.00	10.35	.21	2.10	10.35	.22	2.20	10.35	.23
P. S. lard, rend. wt.....	12.60	10.72	1.35	11.90	10.72	1.28	11.50	10.72	1.23
Spareribs.....	1.50	12½	.18	1.50	12½	.18	1.50	12½	.18
Trimnings.....	3.00	8½	.26	2.80	8½	.24	2.70	8½	.23
Feet, tails, neckbones.....	2.00	.....	.09	2.00	.....	.09	2.00	.....	.09
Offal and misc.....	.....	.....	.34	.....	.....	.34	.....	.....	.34
TOTAL YIELD AND VALUE.....	70.00	.....	\$11.05	71.00	.....	\$10.55	72.00	.....	\$10.17

Cost of hogs per cwt.....	\$10.70	\$10.64	\$10.43
Condemnation loss.....	.05	.05	.05
Handling and overhead.....	.62	.55	.52
TOTAL COST PER CWT. ALIVE.....	\$11.37	\$11.24	\$11.00
TOTAL VALUE.....	11.05	10.55	10.17
Loss per cwt.....	.32	.69	.83
Loss per hog.....	\$.64	\$ 1.66	\$ 2.32

HAMS

for Easter

(Not Boned) 3 to 5 Day Cure



"VEIN PUMPED"

We know your customers want a **mild, sweet ham** for Easter. You know you can make this **mild, sweet ham** by using our PRAGUE POWDER PICKLE, with VEIN PUMPING STYLE CURE. Hundreds of small and large packers are getting the "Prague Cure" habit.

We will teach you our method. Act fast, order the "Big Boy" Pump and PRAGUE POWDER today. Materials and methods go forward at once. We issue full instructions for use. Act fast.

THE GRIFFITH LABORATORIES

1415-25 West 37th Street, Chicago, Illinois

Canadian Factory and Office: 1 Industrial St. Leaside, Toronto 12, Ontario

Heekin Cans

● **ATTRACTIVE**, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.



The Heekin Can Co.
Cincinnati, Ohio

Corinco Cork Pipe Covering Fits **SNUGLY**

Cold Line insulation cannot be effective unless the insulation material fits snugly. The smallest air space between the pipes and covering will collect moisture which in turn forms ice and thus impairs the efficiency of the entire installation.

Specification of Corinco Cork Pipe Covering is Assurance for Maximum Efficiency and Minimum Maintenance

CORK INSULATION Co., Inc.

155 East 44th St., New York City



Branches and Distributors in Principal Cities
FACTORY, WILMINGTON, DEL.

Manufacturers of CORINCO SHEET CORK, CORINCO GRANULATED CORK, CORINCO CORK PIPE COVERING

DROUGHT MEAT TO FLOOD AREA

About 27,000,000 lbs. of canned meat is now in flood-stricken states and has been made available for distribution to flood victims by the Federal Surplus Commodities Corp. Supplies are in the hands of relief agencies in the Northeastern area. The meat is part of the supply remaining from the government drought relief program of 1934, during which more than 750,000,000 lbs. of meat was saved for relief use.

MEAT IMPORTS AT NEW YORK

For week ended March 20, 1936:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.	126,128 lbs.	
Argentina—Canned brisket beef.	3,420 lbs.	
Argentina—Canned roast beef.	18,000 lbs.	
Argentina—Beef extract.	24,976 lbs.	
Brazil—Canned corned veal.	540 lbs.	
Canada—Fresh chilled calf livers.	1,760 lbs.	
Canada—Bacon.	5,138 lbs.	
Canada—Fresh chilled pork.	7,738 lbs.	
Canada—S. P. hams.	3,300 lbs.	
Canada—Sausage.	380 lbs.	
Denmark—Cooked ham.	5,396 lbs.	
England—Beef extract.	1,800 lbs.	
Estonia—Cooked ham.	28,587 lbs.	
France—Liverpaste.	306 lbs.	
Germany—Smoked ham.	583 lbs.	
Hungary—Salami.	2,020 lbs.	
Irish Free State—Ham.	7,041 lbs.	
Irish Free State—Bacon.	10,609 lbs.	
Italy—Smoked ham.	661 lbs.	
Italy—Salami.	314 lbs.	
Norway—Liverpaste.	1,043 lbs.	
Poland—Cooked ham.	156,863 lbs.	
Poland—Smoked bacon.	850 lbs.	
Poland—Unsmoked bacon.	2,170 lbs.	
Uruguay—Canned corned beef.	954,000 lbs.	

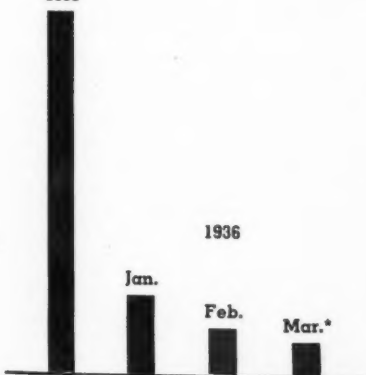
CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended March 21, 1936:

	Week Mar. 21.	Previous week.	Same week '35.
Cured meats, lbs.	15,617,000	15,210,000	16,510,000
Fresh meats, lbs.	39,980,000	39,865,000	37,566,000
Lard, lbs.	2,851,000	2,710,000	3,083,000

POLISH HAM IMPORTS

Total
1935



Imports of Polish cooked ham into the United States during 1935 increased almost ten-fold over 1934. Volume of imports during January, February and first two weeks of March, 1936, has been greater than during corresponding periods last year.

*Two weeks only.

Week ending March 28, 1936

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, MARCH 21, 1936.				
	Open.	High.	Low.	Close.
LARD—				
Mar.	10.90	11.05	10.90	10.95b
May	10.90	11.05	10.90	11.05b
July	10.90@10.92½	11.10	10.90	11.05b
Sept.	10.82½	11.02½	10.82½	11.02½
CLEAR BELLIES—				
Mar.	14.90b			14.90b
May	14.85b			14.85b

MONDAY, MARCH 23, 1936.				
LARD—				
Mar.	11.12½-17½	11.17½	11.10	11.02½b
May	11.15	11.20	11.10	11.10ax
July	11.15-20	11.20	11.10	11.12½ax
Sept.	11.15-20	11.20	11.05	11.05b
CLEAR BELLIES—				
Mar.	14.90n			14.90n
May	14.87½b			14.87½b

TUESDAY, MARCH 24, 1936.				
LARD—				
Mar.	11.00	11.15	11.00	11.05b
May	11.00	11.20	11.00	11.10ax
July	11.00	11.20	11.00	11.17½ax
Sept.	11.00-10.95	11.15	10.95	11.10b
Oct.	11.05			11.05
CLEAR BELLIES—				
Mar.	15.02½b			15.02½b
May	15.02½b			15.02½b

WEDNESDAY, MARCH 25, 1936.				
LARD—				
Mar.	11.20	11.22½	11.20	11.12½b
May	11.20	11.22½	11.20	11.22½ax
July	11.15	11.22½	11.15	11.20b
Sept.	11.07½-05	11.20	11.05	11.20ax
Oct.	11.10	11.12½	11.10	11.12½b
CLEAR BELLIES—				
Mar.	15.12½			15.12½b
May	15.12½b			15.12½b

THURSDAY, MARCH 26, 1936.				
LARD—				
Mar.	11.25-32½	11.32½		11.22½b
May	11.25-32½	11.32½		11.22½b
July	11.30-37½	11.37½		11.30b
Sept.	11.27½-37½	11.37½		11.32½ax
Oct.	11.20			11.20ax
CLEAR BELLIES—				
Mar.	15.12½b			15.12½b
May	15.12½b			15.12½b

FRIDAY, MARCH 27, 1936.				
LARD—				
Mar.	11.32½	11.32½		11.22½n
May	11.30	11.30		11.20
July	11.30	11.30		11.20
Sept.	11.30-27½	11.30		11.17½
Oct.				11.10ax
CLEAR BELLIES—				
Mar.	15.12½n			15.12½n
May	15.25			15.25

Key: ax, asked; b, bid; n, nominal; —, split.

IMPORTS OF URUGUAY MEAT

Uruguay's exports of meat products to the United States showed a large increase during 1935, shipments of canned beef rising to 32,583,000 lbs., against 19,846,000 lbs. in 1934. Animal fats exports to the United States in 1935 totaled 17,499,190 lbs., valued at \$1,031,616, compared with exports valued at \$221,063 in 1934. The following table compares exports of certain meat and livestock products from Uruguay to the United States during 1935 with shipments in 1929, the last year of heavy movement:

	1935, lbs.	1929, lbs.
Canned beef	32,583,000	34,360,600
Salted beef		3,876,800
Preserved hams	2,900	509,300
Bung casings	885,000	1,146,300
Beef extract	235,000	323,400
Tankage	9,279,900	4,498,000
Dried blood	1,614,600	3,382,000

CASH PRICES

Based on actual carlot trading Thursday, March 26, 1936.

REGULAR HAMS.

		*S.P.
Green.		
8-10	20½	21
10-12	20½	20½
12-14	19½	19½
14-16	18½	18½
10-10 Range	18½	18½

BOILING HAMS.

		*S.P.
Green.		
16-18	18½	17½
18-20	18½	17½
20-22	18½	17½
16-22 Range	18½	17½

SKINNED HAMS.

		*S.P.
Green.		
10-12	20½	20½
12-14	20½	20½
14-16	20½	19½
16-18	19½	19½
18-20	18½	19½
20-22	18	19½
22-24	17½	18½
24-26	16½	17½
26-28	15½	16½
30-35	15½	16½

PICNICS.

		*S.P.
Green.		
4-6	15	14½
6-8	14½	14
8-10	13½	13½
10-12	13½	13½
12-14	13½	13½
Short Shank ½ c over.		

BELLIES.

(Square cut seedless)
(S. P. ½ c under D. C.)

		*D.C.
Green.		
6-8	21½	22½
8-10	21	22
10-12	20½	21
12-14	19½	19½
14-16	18½	18½
16-18	17½	17½
18-20	17	17½

Quotations represent No. 1 new cure.

D. S. BELLIES.

		Rib.
Clear.		
14-16	15½	15½
16-18	15½	15½
18-20	15½	15½
20-22	15½	15½
22-24	15½	15½
24-26	15½	15½
26-28	15½	15½
28-30	14½	14½
30-32	14½	14½
32-34	14½	14½

D. S. FAT BACKS.

6-8	9½	
8-10	9½	
10-12	9½	
12-14	9½	
14-16	10½	
16-18	11½	
18-20	11½	
20-22	12½	

OTHER D. S. MEATS.

Extra Short Clears.	35-45	14½n
Extra Short Ribs	35-45	14½n
Regular Plates	6-8	10½
Clear Plates	4-6	8½
Jowl Butts		12½
Green Square Jowls.		12½
Green Rough Jowls.		11½

LARD.

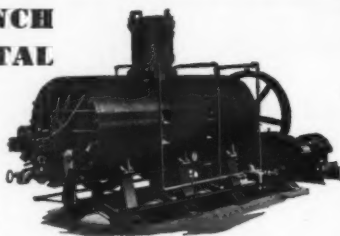
Prime steam, cash.	11.27½b
Prime steam, loose	10.80ax
Refined, boxed, N. Y.—export.	unquoted
Neutral, in tierces	13.00n
Raw leaf	10.75n

PORK CUTTING POINTERS

Pork cutting is the one operation in pork packing where precision is most necessary. Do your men know all they should know about it? Chapter 5 of "PORK PACKING," The National Provisioner's latest book, is alone worth the price. Write for information.

THE FRENCH HORIZONTAL COOKER

For all
rendering
requirements.



Jacketed castings of alloy semi-steel; long-lived; efficient; well-agitated. Write for our circular.

THE FRENCH OIL MILL MACHINERY CO.
Piqua, Ohio

50 YEARS

Serving the Packing Industry

New type ball bearings and pulleys on Gruendler Equipment cut lubrication 90%, reduce power consumption 30%. Gruendler Hogs are fool-proof! Give more uniform results, quicker rendering, better yields. Gruendler Gut Hashers and Washers have latest design, most modern construction. **WRITE FOR BULLETIN!**



There are Gruendler Crushers and Pulverizers for horns, heads, bones (dry and green), beef and lard cracklings, tankage and all by-products.

WRITE!

GRUENDLER CRUSHER & PULVERIZER CO.
2915 North Market St. St. Louis, Missouri

MORE MEAT—BETTER PAY

Meat production in the United States this year will probably be slightly greater than 1935 production, although still apparently 12 or 15 per cent below the ten-year average just preceding, said George M. Lewis of Chicago, associate director of the Department of Marketing of the Institute of American Meat Packers, in addressing the twenty-third annual meeting of the Kansas Live Stock Association.

Beef production this year will probably be somewhat larger than normal, he said, although hardly as large as the unusually large amount produced in

either of the last two years. As to pork, however, the long-expected upturn in hog production has already begun, the annual live stock survey of the U. S. Department of Agriculture having shown 3½ million more hogs on American farms in January, 1936, than in the preceding January. This increase in production should be reflected in increased marketings very soon.

As usual, hogs apparently brought the American farmer a somewhat larger income last year than did cattle, if benefit payments be included in the comparison, Mr. Lewis said; but if last year's returns be compared with the average of the 1925-29 period—the five-

year average immediately preceding the depression—the difference is slightly in favor of the cattleman.

"Live stock prices have made a substantial recovery from the low levels of the depression," he stated. "Prices of all classes of live stock shared in the recovery, although the advance in hog prices was most marked. At the same time, however, the supply of hogs which farmers had available to sell was drastically reduced. Under such circumstances, the total income rather than merely the price per animal is significant."

Total cost of hogs purchased by packers in 1935, plus benefit payments to producers, was 30 per cent less than the total annual cost of hogs purchased by packers in the pre-depression five-year average, he said.

"These figures indicate the importance of having reasonable numbers of animals to sell, as well as of receiving an increased value per head, since the income received by hog farmers in 1935, including all corn and hog benefits, shows a smaller recovery, as compared with the annual income received in the pre-depression period, than the comparative income received by cattle producers in the same periods."

The speaker also challenged the general belief that a surplus of food products is produced in this country. Actually, he said, our imports of food have exceeded our exports of food in every year since 1924, the total excess of imports in the last twelve years having amounted to approximately two billion dollars. Coffee, cocoa, tea, and other beverages constitute a large part of our food imports; but even with these omitted, food imports exceeded food exports in each of the last three years, and last year were almost double the exports.

"Imports of fish alone in 1935," Mr. Lewis said, "almost equaled the total value of all meat exported from this country."

Watch the Classified Advertisements pages for bargains in equipment.

PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, January, 1936, with comparisons:

	Average wt. per animal.		Per cent of live weight.		Production					
	Jan. 1, 1935, to Dec. 31, 1935.	Jan., 1936.	Jan. 1, 1935, to Dec. 31, 1935.	Jan., 1936.	Jan. 1, 1935, to Dec. 31, 1935.	Jan., 5-year average, 1931-1935.	Jan., 1935.	Jan., 1936.	Per cent Jan., 1936, is of average.	
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	M lbs.	Pct.	
Edible beef fat ¹	29.12	31.32	3.20	3.41	280,304	26,520	26,462	28,193	106.31	
Edible beef offal.....	35.03	36.28	3.85	3.95	335,943	21,610	25,832	32,657	151.12	
Cattle hides.....	61.30	62.95	6.74	6.85	593,525	46,168	52,230	57,045	123.56	
Edible calf fat ¹	1.38	1.62	0.73	0.81	7,755	571	688	749	131.17	
Edible calf offal.....	7.38	7.74	3.89	3.87	41,749	2,713	3,272	3,581	131.99	
Lard ²	25.46	28.20	11.23	12.31	662,048	159,037	78,505	96,392	60.27	
Edible hog offal.....	8.06	8.16	3.57	3.56	209,704	30,605	21,965	27,802	91.14	
Pork trimmings.....	16.13	15.09	7.12	6.59	420,513	63,352	43,737	51,580	81.42	
Inedible hog grease ²	2.49	2.50	1.10	1.09	64,697	12,472	7,252	8,569	68.71	
Sheep edible fat ¹	1.68	1.84	1.00	2.04	29,642	2,612	2,364	2,827	108.23	
Sheep edible offal.....	2.27	2.38	2.00	2.64	39,962	2,970	2,780	3,656	123.10	

¹Unrendered. ²Rendered.

Automatic TEMPERATURE CONTROL

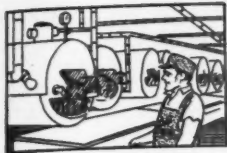
FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control
2725 Greenview Ave., Chicago—231 E. 46th St., New York
ALSO 41 OTHER CITIES

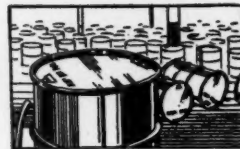
THE POWERS REGULATOR CO.





Tallows and Greases

Weekly Market Review



TALLOW — A quieter trade but a steady tone ruled the market for tallow at New York the past week. Only a small scattered business was reported, but nevertheless sales were estimated around 500,000 lbs. Last business in extra at New York was at 5½c f.o.b., but reports were current of some business having passed at 5½c f.o.b., while a sale was reported at 5½c f.o.b. to out-of-town buyers. However, this did not change the local price situation. In some quarters buying interest was reported from the West, but no trading of consequence was noted, while interest in foreign tallows which were still quoted above the domestic levels, was very limited.

Production of domestic tallow is still running below normal. Likewise contentions were made that tallow at present levels is the cheapest of important soap making materials.

At New York, extra was quoted at 5½c f.o.b., special 5½c and edible at 6½c f.o.b.

At Chicago, trade in tallow was on a moderate scale, and the market appeared to be in an awaiting position with both buyers and sellers looking on. Edible sold at 6½c; fancy was quoted at 6½c prime packer 6½c, special 5½c, No. 1, at 5½c.

Tallow futures on the New York Produce Exchange advanced about 30 points during the week, the May and June deliveries selling at 5.90c.

There was no London tallow auction this week. Argentine good frigorifico tallow at Liverpool, March-April shipment, was quoted at 27s, a decline of 1s 6d on the week, while Australian good mixed tallow at Liverpool, March-April shipment, was quoted at 25s 9d, a decline of 6d for the week.

STEARINE—Market at New York reflected absorption of the previous week, advanced ¼c with sales of oleo at 7½c and was quoted at 7½c@8c. Offerings lighter.

At Chicago, the market was quiet, steady and unchanged with oleo quoted at 7½c.

OLEO OIL—Routine trade and steady tone featured the market at New York, with extra quoted at 10½@11c, prime 10@10½c and edible 9½@10c.

At Chicago, the market was steady but quiet with extra quoted at 10½c.

(See page 32 for later markets.)

LARD OIL—Market was quiet and steady at New York the past week, with No. 1 quoted at 8½c, No. 2 at 8½c, extra 11c, extra No. 1 at 9c, prime edible 14½c, inedible 12½c and extra winter strained 11½c.

NEATSFOOT OIL—Market showed little change at New York with trade routine. Cold test was quoted at 16½c, extra 9½c, No. 1 at 9c, pure 12½c, and special 11½c.

GREASES—A firmer trend featured the market for greases at New York the past week, reflecting some improvement in demand. Producers were not offering freely, but were awaiting consumer bids. While the last business in house grease was reported at 4½c, it was understood that bids of 5c had been refused. Buyers, however, showed no disposition to follow upturns. Choice white grease in tierces was quoted at 7c f.o.b., A white 5½@5½c, B white 5@5½c, yellow and house 4½c.

At Chicago, trade in greases continued light, but the market displayed a rather steady tone with offerings well held. At Chicago, choice white grease all hog was quoted at 6½c, A white 6½c, B white 5½c, yellow 5@5½c, and brown 4½c.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, March 25, 1936.

Ground tankage has been selling at \$2.90 and 10c f.o.b., New York, which is the present asking price. Unground tankage is quoted at \$2.60 and 10c, with sales made under this f.o.b., New York.

Dried blood is offered at \$3.10 per unit of ammonia, but no doubt bids would be considered, as stocks are accumulating. South American is offered at about \$2.70 per unit, c.i.f., Atlantic Coast ports, for April shipment, which is rather late for most buyers.

There has been a very good demand for sulphate of ammonia and prices are holding firm and shipments delayed.

The demand for steamed bone meal has picked up for prompt shipment.

BY-PRODUCTS MARKETS

Chicago, March 26, 1936.

Blood.

Feeding quality blood nominal. Market slow.

	Unit Ammonia.
Ground	\$3.30@3.40
Unground	3.15@3.25

Digester Feed Tankage Materials.

Sellers holding tankage at 20@30c above buyers' ideas.

Unground, 10 to 12% ammonia.	\$3.20@3.30 & 10c
Unground, 8 to 10%	@3.25 & 10c
Liquid stick	@2.25

Packinghouse Feeds.

Outlet for packinghouse feeds believed improved with increase in hog crop and continuing good price for hogs.

	Carlots, Per ton.
Digester tankage meat meal, 60%	@45.00
Meat and bone scraps, 50%	@45.00
Steam bone meal, 65%, special feeding, per ton	@25.00
Raw bone meal for feeding	@32.50

Dry Rendered Tankage.

Crackling market nominal. Offerings slow and buying spasmodic. South American 63@65c.

Hard pressed and exp. unground per unit protein	\$.67½@ .70
Soft, grad. pork, ac. grease & quality, ton	@55.00
Soft grad. beef, ac. grease & quality, ton	@50.00

Fertilizer Materials.

High grade ground offered at \$2.50 & 10c f.o.b. Chicago or \$3.10@3.25 delivered Southeast.

High grd. tankage, ground, 10@12% am.	@2.50 & 10c
Bone tankage, ungrd., low gd., per ton	@16.00
Hoof meal	2.50@2.60

Gelatine and Glue Stocks.

Fairly good market for gelatine and glue stocks.

Calf trimmings	\$25.00@27.00
Sinews, pizzles	18.00@20.00
Cattle jaws, skulls and knuckles	24.50@25.00
Hide trimmings	13.00@15.00
Pig skin scraps and trim, per lb.	5½@5½c

Horns, Bones and Hoofs.

Junk bones quoted on delivered basis. Cattle hoofs easier.

Horns, according to grade	\$45.00@75.00
Cattle hoofs	@25.00
Junk bones	17.00@17.50

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Some demand for winter coil dried or processed hair. Contracts for sum-

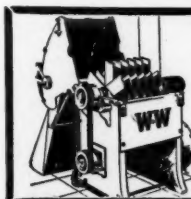
**CRACKLINGS • TANKAGE • BLOOD
BONES • HOOFS**

Offerings Wanted

GEO. H. JACKLE

405 Lexington Avenue

NEW YORK



**QUICK EASY GRINDING
of Tankage, Scrap, Bone, Etc.**

The W-W does every by-product grinding job for Packing Plants—better, faster and cheaper—Write for catalog and actual Packer testimonials—

W-W GRINDER CORP.
Dept. 207 Wichita, Kansas

mer hair were offered at good prices.

Summer coll and field dried.....	2	@4c
Winter coll, dried.....	3 1/4	@3 1/4c
Processed, black winter, per lb.....	6	@9 1/2c
Processed, grey, winter, per lb.....	5 1/2	@8c
Cattle switches, each.....	1 1/2	@2c

*According to count.

Bone Meals (Fertilizer Grades).

Steam bone meal unchanged and quiet.

Steam, ground 3 & 50.....	@17.50
Steam, unground, 3 & 50.....	10.00@16.50

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, MARCH 21, 1936.

	High.	Low.	Close.
March			@5.60
May			@5.75b
June			@5.75b
July			@5.82b

MONDAY, MARCH 23, 1936.

March	@5.60n
May	@5.70b
June	@5.80b
July	@5.82b

TUESDAY, MARCH 24, 1936.

March	@5.60n
May	@5.75b
June	@5.80b
July	5.85@6.15

WEDNESDAY, MARCH 25, 1936.

March	@5.75n
May	@5.85b
June	5.90 5.90
July	@5.85b

THURSDAY, MARCH 26, 1936.

March	@5.80n
May	@5.85b
June	@5.90b
July	@6.05b

FRIDAY, MARCH 27, 1936.

Mar.	@5.80n
May	@5.80n
July	@5.80n

No sales. Closing unchanged.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: March to June 30, 1936, inclusive	24.00@ 25.00
Ammonium sulphate, double bags, per 100 lbs. f.o.b. New York.....	nominal @ 3.10
Blood dried, 16% per unit.....	nominal
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory ..	nominal @ 35.50
Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L., c.i.f.....	@ 35.50
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk....	@ 24.50
March to June 30.....	@ 25.80
In 200-lb. bags.....	@ 26.50
In 100-lb. bags.....	@ 26.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	2.90 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	2.60 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@ 22.75
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.....	@ 26.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.00

Potash Salts.

Manure salt, 30% bulk, per ton....	@ 14.40
Kalmit, 20% bulk, per ton.....	@ 11.00
Muriate in bulk, per ton.....	@ 22.50
Sulphate in bags, per ton, basis 30%	@ 33.75

Dry Rendered Tankage.

50% unground	@ 67 1/2c
60% ground	@ 70c

COTTON OIL PRODUCTION

Average quantity of cottonseed crushed annually during the five years ended 1934-5 totaled 4,474,000 tons, the smallest for any like period since 1910-11 except in the five years ended in 1919-20. Value of products from this annual crush totaled \$129,846,000. This compares with a 25-year average valuation of \$202,421,000. Average value of products per ton in the 5-year period was \$29.02, against a 25-year average of \$44.84 per ton of seed crushed. Average per ton price for seed received by farmers in the 5-year period was \$17.19. This was the lowest in the 25-year period.

Average annual production of crude oil in the 5-year period was 1,398,611,000 lbs., having a valuation of \$67,335,000. This is a per pound value of 4.81c. Average price of prime summer yellow oil, New York, in this period was 6.08c per pound. The average yield of crude oil per ton of seed crushed was 313 lbs.

NEW OIL USED IN MARGARINE

Babassu oil is a new competitor of domestic fats and oils which was first used in margarine manufacture during October, 1935. During the last three months of 1935 about 1,838,000 lbs. of babassu oil were used in margarine. January consumption in this field amounted to 655,000 lbs.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 75c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER ..
Old Colony Bldg., Chicago, Ill.
Please send copy of reprint on oil refining and manufacture.
Name

(Enclosed find 75c in stamps.)

COTTON OIL TRADING

COTTONSEED OIL—Store oil demand at New York was moderate but prices were steady with futures. Southeast and Valley crude was 8 1/2c bid, Texas 8 1/4c bid.

Friday, March 20, 1936.

	Sales.	High.	Low.	Range—	Closing—
				Bid.	Asked.
Spot					a
Mar.				950	a 970
Apr.				960	a nom
May	9	968	960	963	a trad
June				960	a nom
July	38	973	964	966	a trad
Aug.				960	a nom
Sept.	22	961	952	955	a trad
Oct.	16	935	928	928	a trad

Saturday, March 21, 1936.

Spot					a
Mar.				960	a 975
Apr.				965	a nom
May	6	969	968	968	a 970
June				965	a nom
July	21	974	972	971	a 974
Aug.				970	a nom
Sept.	11	962	960	960	a 963
Oct.	13	933	930	930	a trad

Monday, March 23, 1936.

Spot					a
Mar.				950	a 975
Apr.				960	a nom
May	2	961	957	956	a 958
June				950	a Bid
July	29	975	960	960	a trad
Aug.				950	a bid
Sept.	9	955	949	950	a 951
Oct.	7	925	919	920	a 921

Tuesday, March 24, 1936.

Spot					a
Mar.				950	a 975
Apr.				950	a bid
May	9	958	956	957	a trad
June				950	a bid
July	19	962	957	961	a trad
Aug.				960	a nom
Sept.	25	951	943	951	a trad
Oct.	4	920	916	920	a 925

Wednesday, March 25, 1936.

Spot					a
Mar.	6	982	978	980	a trad
Apr.				980	a nom
May	21	984	966	982	a 83tr
June				985	a nom
July	58	985	964	981	a 985
Aug.				970	a bid
Sept.	40	971	951	969	a 970
Oct.	7	940	925	939	a 941

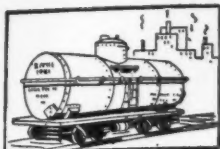
(See page 32 for later markets.)

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, March 25, 1936.—Refined cottonseed oil, 27s; Egyptian crude cottonseed oil, 24s 6d.

Watch the "Wanted" page for positions offered or positions wanted.



Vegetable Oils

Weekly Market Review



Market Fairly Active—Prices Slightly Better—Cash Trade Fair—Lard Strength Factor—Crude Finer—Sentiment Divided.

COTTONSEED oil futures market the past week experienced a mixed trade, with commission houses and professionals on both sides. Compared with previous week, market was a shade better, influenced in the main by strength in Western lard. Commission houses and Southern and refiners' connections were on the buying side but not as aggressively as the previous week and buying power did not readily follow through.

Strength in allied markets brought in sufficient outside buying to run the professional shorts to cover several times during the week and to maintain values. At no time was selling pressure aggressive. Around mid-week, a tightening up in the March position due to belated short covering, aided the balance of the list.

There appeared to have been some selling of oil against purchases of lard, but the lard market gained about $\frac{1}{2}$ c per pound on the week, reflecting change in sentiment of previous week. A helpful feature in oil was the final cotton crop ginnings of 10,635,156 bales compared with the December estimate of 10,734,000 bales. As a result, it was calculated that the oil crush would run somewhere between 2,450,000 to 2,475,000 bbls. this season, against 2,430,000 bbls. produced in 1934.

Cash Oil Demand Good

Cash oil demand was reported fairly good, but without aggressiveness in demand. However, distribution was on a fair average scale and reports indicated a satisfactory business passing in cash lard. Notwithstanding the upturn in lard, cash lard was considered relatively cheap compared with compound, but against this argument is the fact that the bulk of compound is distributed under brand names, and consequently the price level makes very little difference in compound distribution.

Crude oil markets were a little firmer on the week with Southeast and Valley 8 $\frac{1}{2}$ c bid, Texas 8 $\frac{1}{4}$ c bid, about $\frac{1}{2}$ c better than the previous week. Crude markets, however, attracted but passing attention at the tail end of the crop.

The new crop outlook came in for more consideration this week. Another week has passed without any particular rains in the dry Western cotton belt, whereas dust storms were again experienced in parts of that area. Unless moisture relief develops in the near

future, this situation promises to become more of a market factor.

Trade still anticipates a cotton acreage of 33,000,000 to 35,000,000 acres. However, there is nothing definite as yet and in most cases there is a tendency to go slow on acreage ideas pending the working out of the soil conservation scheme as it affects cotton.

COCOANUT OIL—While demand was moderate market was firmer the past week, sellers advancing their ideas $\frac{1}{2}$ c to a basis of 4 $\frac{1}{2}$ c, New York, and 4 $\frac{1}{2}$ c Pacific Coast. Trade is watching developments closely regarding the excise tax on this oil.

CORN OIL—A slightly better tone featured this market, as a result of the better feeling in competing oils, but trade was routine, with quotation at 8 $\frac{1}{4}$ c, New York.

SOYA BEAN OIL—Trade was quiet and the market steady at New York, quoted at 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c.

PALM OIL—A routine demand was noted at New York but prices held steadily with spot Nigre quoted at 4.60c, shipment Nigre 4.35c and Sumatra oil, July forward, at 4 $\frac{1}{4}$ c.

PALM KERNEL OIL—Routine conditions prevailed at New York with the market more or less nominal at 4.85c.

OLIVE OIL—Demand was fair at New York but prices were with-

out change with spot foots quoted at 7 $\frac{1}{2}$ @8c and futures at 7 $\frac{1}{2}$ c.

PEANUT OIL—The market was quiet but steady at about 8 $\frac{1}{2}$ c New York with the trade watching developments in cotton oil closely.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., March 26, 1936.—Cottonseed meal was again higher on absence of offerings, with May selling from \$19.50@19.65 and July holding steady at \$20.00. October also came in for a little attention in sales at \$19.50. News was scarce with no change reported in the actual. The close was strong at advances of 25c to 40c for the day and at the highs of the week.

Cottonseed oil was quiet and featureless with prices unchanged at the close from those of Wednesday.

NEW MARGARINE ASSOCIATION

Comprehensive studies of the margarine industry in reference to distribution, marketing practice and public and trade relations are planned by the newly organized National Association of Margarine Manufacturers, with offices at Columbus, Ohio. Charles H. Janssen, formerly secretary-manager, National Association of Retail Grocers, has been elected executive secretary. Other officers are E. P. Kelly, Columbus, president; T. D. Coll, Chicago, vice-president; Howard Beatty, Chicago, treasurer; and A. M. Davis, New York, secretary.

Some of the members of the new association are members of existing margarine organizations.

BILL TO TAX IMPORTED OILS

Additional processing taxes on imported vegetable oils will probably not be enacted during the current session of Congress, according to recent reports. Such legislation could only be passed as a part of the general tax bill and the House ways and means committee is avoiding excise taxes in framing the bill. Provisions of Knutson-Shipstead bill raising the oil tax to 5 cents per pound, also would tax babassu and palm oils. The government is bound by reciprocal trade agreements not to raise the duty on these oils. Constitutionality of such agreements might be tested quickly if babassu and palm oil were taxed.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., March 26, 1936.—Cotton oil futures are active with advancing tendency. Crude oil is firm at 8 $\frac{1}{2}$ c per lb., Valley, with mills generally holding for 9c per lb. or higher. Bleachable oil is firm with better inquiry. New crop is two to three weeks late with control uncertainties still holding back operations.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 19, 1936.—Crude cottonseed oil, 8 $\frac{1}{2}$ c lb., Valley; cottonseed meal, \$19.80 f.o.b. Memphis. Prompt shipment.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., March 26, 1936.—Forty-three per cent cottonseed cake and meal, basis, Dallas, for interstate shipment, \$21.50. Prime cottonseed oil, 8 $\frac{1}{2}$ @8 $\frac{1}{2}$ c.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products eased somewhat from week's highs the latter part of week due to profit taking, easier hogs and U. S. Department of Agriculture statement that hog slaughter will probably increase 30 to 35 per cent between now and next September. Top hogs sold at \$10.80.

Cottonseed Oil

Cotton oil continued to follow lard, reacting from highs on profit taking and scattered selling. Trade continued very mixed. Cash demand fair; crude, Southeast and Valley, 8½c bid; Texas, 8¼c bid.

Quotations on bleachable cottonseed oil at close of market on Friday were: May, \$9.67@9.74; July, \$9.68@9.72; Sept., \$9.57@9.60; Oct., \$9.28@9.32. Tone barely steady; 40 sales.

Tallow

Tallow, extra, 5½c lb. f.o.b.

Stearine

Stearine, 7¼@8c ax.

Friday's Lard Markets

New York, March 27, 1936.—Prices are for export. Lard, prime western, \$11.70@11.80; middle western, \$11.60@11.70; city, 11½@11¼c; refined Continent, 12½c; South American, 12½@12¼c; Brazil kegs, 12¼@12½c; compound, 11½c in carlots.

LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week ended March 11, 1936, with comparisons:

	Mar. 11, 1936.	Mar. 4, 1936.	Mar. 13, 1935.
American green bellies.....	Nom.	Nom.	\$14.35
Danish Wiltshire sides.....	\$20.22	\$20.83	17.26
Canadian green sides.....	17.07	17.71	14.95
American short cut green			
hams.....	19.26	18.85	18.28
American refined lard.....	12.44	12.25	14.00

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended March 14:

Week ending	New York.	Boston.	Phila.
Mar. 14, 1936.....	20,982		1,612
Mar. 7, 1936.....	54,023	1,564	2,040
Feb. 29, 1936.....	57,639	17,334	18,481
Feb. 22, 1936.....	52,831	6,147	2,387
Total 1936.....	379,217	30,752	37,600
Mar. 16, 1935.....	15,252		1,128
Mar. 9, 1935.....	54,714	6,500	415
Total 1935.....	230,446	9,421	2,500
Total so far: 1936—456,578*, 1935—251,466*.			

*Does not include imports at Norfolk.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, March 27, 1936.—General provision market firm; demand for hams improving; fair demand for lard.

Friday's prices were: Hams, American cut, 93s; hams, long cut, 92s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, unquoted; Wiltshires, unquoted; Cumberlands, 72s; Canadian Wiltshires, 84s; Canadian Cumberlands, 74s; spot lard, 63s 6d.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to March 27, 1936, show exports from that country were as follows: To the United Kingdom, 84,158 quarters; to the Continent, 31,809 quarters. Exports for week ending March 13 were: To England, 110,250 quarters; Continent, 4,369 quarters.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended March 27, were 68,590 lbs. of bacon, and 260,650 lbs. of lard.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/8c per pound on a car of product he has saved \$37.50.

If he makes 1/4c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at 1/2c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

N. Y. HIDE FUTURE PRICES

Saturday, Mar. 21, 1936—Close: Mar. 11.63b; June 11.93@11.96; Sept. 12.27@12.28; Dec. 12.57@12.62; Mar. (1937) 12.87n; sales 6 lots. Closing 12@13 higher.

Monday, Mar. 23, 1936—Close: Mar. 11.60b; June 11.90@11.92; Sept. 12.24@12.26; Dec. 12.54@12.60; Mar. (1937) 12.83n; sales 4 lots. Closing 3@4 lower.

Tuesday, Mar. 24, 1936—Close: Mar. 11.54b; June 11.84@11.88; Sept. 12.18@12.20; Dec. 12.48@12.53; Mar. (1937) 12.78n; sales 1 lot. Closing 5@6 lower.

Wednesday, Mar. 25, 1936—Close: Mar. 11.50b; June 11.80@11.84; Sept. 12.11@12.14; Dec. 12.41@12.48; Mar. (1937) 12.71n; sales 23 lots. Closing 4@7 lower.

Thursday, Mar. 26, 1936—Close: June 11.76@1.80; Sept. 12.10 sale; Dec. 12.44 sale; Mar. (1937) 12.74n; sales 14 lots. Closing 4 lower to 3 higher.

Friday, Mar. 27, 1936—Close: June 11.81@11.85; Sept. 12.15@12.18; Dec. 12.46@12.50; Mar. (1937) 12.76n; no sales. Closing bids 2@5 higher.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended March 27, 1936, with comparisons, are reported as follows:

	PACKER HIDES.		
	Week ended Mar. 27.	Prev. week.	Cor. week, 1935.
Spr. nat. str.	@13½n	@13½n	@10½n
Hvy. nat. str.	@13	@13	@10
Hvy. Tex. str.	@13	@13b	@10n
Hvy. butt brnd'd str.	@13	@13b	@10
Hvy. Col. str.	@12½	@12½b	@9½b
Ex-light Tex. str.	@10½	@10½n	@7½
Brnd'd cows.	@10½	@10½b	@7½b
Hvy. nat. cows.	@11½ax	@11½ax	@8
Lt. nat. cows. 10%	@11	10½@11	7½@8
Nat. bulls.	@9	@8	@8
Brnd'd bulls.	@8	@8	@3½
Calfskins.	18½@20½	18½@20½	12½@13
Kips, nat.	@13n	@13	@10
Kips, ov-wt.	@12n	@12	@9
Kips, brnd'd.	@10½n	@10½	@7½
Stunks, reg.	1.10@1.15	@1.10	@.65
Stunks, hris.	.35 @40	35 @40	40 @50

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

	CITY AND OUTSIDE SMALL PACKERS.		
Nat. all-wts. 10	@10½	10 @10½	7½@7¾
Branded	9½@10	9½@10	7 @7½
Nat. bulls	@8	@8	@6½
Brnd'd bulls	@7	@7	@5½
Calfskins	17½@19	17 @18½	9½@11½
Kips	@12	@11½	8½@9
Stunks, reg.	75 @90n	75 @90n	40 @50n
Stunks, hris.	20 @25n	20 @25n	20 @30n

	COUNTRY HIDES.		
Hvy. steers.	8½@9	8½@9	5 @5½
Hvy. cows	8½@9	8½@9	5 @5½
Butts	9 @9½	9 @9½	3¼@3½
Extremes	10½@10½	10 @10½	6¼@6½
Bulls	6¼@6½	6¼@6½	3¼@3½
Calfskins	12½@13	12½@13	7 @7½
Kips	9½@10	9½@9½	6 @6½
Light calf.	80 @85n	75 @90n	30 @50n
Deacons	80 @85n	75 @90n	30 @50n
Stunks, reg.	50 @75n	50 @70n	20 @35n
Stunks, hris.	10 @15n	10 @15n	5 @10n
Horsehides	.3.25@3.85	3.25@3.90	2.75@3.35

	SHEEPSKINS.		
Pkr. lambs.	2.20@2.40	2.25@2.40	1.00@1.80
Sm. pkr.			
lambs	1.75@1.87½	1.80@2.00	1.10@1.35
Pkr. shearings	@1.00	@1.10n	70 @85
Dry pelts	.18 @19	17 @19	10½@11½

Proper preparation of meats before they go into the smokehouse is necessary for best results. Standard practices are reviewed in "PORK PACKING," The National Provisioner's latest book.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Trading was resumed in the packer hide market this week and, according to information available, flood damage to Eastern tanneries will probably not be as great as had been feared.

There was a total movement of 95,000 hides this week, with one packer not participating, having moved a good quantity couple weeks back and being in fairly good shape. Steady prices were paid for native and branded steers of all descriptions. Branded cows sold at $\frac{1}{4}$ c advance over last sales, or at previous week's bid price. Extreme light native steers moved up $\frac{1}{4}$ c, with full half-cent advance paid for certain points. Light cows sold in a small way at $\frac{1}{4}$ c advance for straight weights, and on split weight basis to average about $\frac{3}{4}$ c up.

One packer sold and booked 39,000 hides this week, on which details as to quantities and descriptions were very meager, especially on steers.

Sales of 12,500 mostly Feb. native steers were reported by one packer at 13c, steady price, with another packer credited with possibly 7,000. One packer sold 5,600 and another packer 2,000 extreme light native steers at 11 $\frac{1}{2}$ c, followed by 1,000 St. Pauls at 12c; an Iowa packer also moved 3,500 at 12c, but some are reported still available at 11 $\frac{1}{2}$ c, with 12c quoted for picked points.

Two packers sold 8,000 butt branded steers at 13c, and another packer possibly 6,000; upwards of 14,000 Colorados moved at 12 $\frac{1}{2}$ c; couple cars heavy Texas steers moved at 13c, and a few light Texas steers at 12c, all steady prices. Extreme light Texas steers quotable 10 $\frac{1}{2}$ c.

Heavy native cows firmly held at 11 $\frac{1}{2}$ c, last paid for one car St. Pauls. One packer sold 1,200 St. Paul Feb.-Mar. light native cows at 10 $\frac{1}{2}$ c; another lot of 8,500 sold on split weight basis, 23/50-lb. at 11c, and 50/53-lb. at 10 $\frac{1}{2}$ c, to average better than 10 $\frac{1}{2}$ c. Total of 23,000 branded cows sold by two packers at 10 $\frac{1}{2}$ c, and Association sold 2,000 March take-off at 10 $\frac{1}{2}$ c.

Trading quieted down later and the week is closing with interest rather quiet.

OUTSIDE SMALL PACKER HIDES

—Some sales of outside small packer all-weights reported at 10c, selected, f.o.b. nearby points, mostly east of here, for light average natives, with brands $\frac{1}{2}$ c less, and these prices available for 40/42-av. Ohio and Indiana stock, with possibly $\frac{1}{4}$ c more for choice lots. Some offerings of 48/50-lb. av. at 10c, f.o.b.

shipping points, unsold; buyers' ideas not over 9 $\frac{1}{4}$ c. Chicago take-off 10 $\frac{1}{2}$ @ 10 $\frac{1}{4}$ c nom.

PACIFIC COAST—Last trading on the Coast was at 11c for steers and 9c for cows, flat, f.o.b. shipping points, for some Dec.-Jan. take-off, with Jan.-Feb. stock sold earlier at $\frac{1}{4}$ c less.

FOREIGN WET SALTED HIDES—Trading very light in South American market. Last sale of Argentine steers was 5,000 at 87 pesos latter part of last week, equal to 14 $\frac{1}{4}$ c, c.i.f. New York, or $\frac{1}{4}$ c up. A pack of 4,000 Uruguay steers was reported mid-week equal to 13 $\frac{1}{2}$ c. Reject steers have been moving around 13c.

COUNTRY HIDES—The country market slowed up a bit late this week, as compared with early in the week. However, offerings continue rather firmly held, and receipts of hides from interior points have been rather light so far. Sales of untrimmed all-weights were reported at 8 $\frac{1}{2}$ c, selected, delivered Chicago, but hard to find offerings at this figure and usually quoted 8 $\frac{1}{2}$ @ 9c, with trimmed quoted 9@9 $\frac{1}{4}$ c. Heavy steers and cows quoted 8 $\frac{1}{2}$ @ 9c, although heavy average 60-lb. up quoted 8 $\frac{1}{2}$ @ 8 $\frac{1}{4}$ c. Buff weights last sold at 9c, trimmed, but quoted usually 9@9 $\frac{1}{4}$ c, with some asking up to 9 $\frac{1}{2}$ c. Extremes are hard to find under 10 $\frac{1}{4}$ c, selected, trimmed, but difficult to secure more than this figure, although 10 $\frac{1}{2}$ c is usually asked. Bulls quoted 6 $\frac{1}{4}$ @ 6 $\frac{1}{2}$ c; glues around 6c. All-weight branded around 7 $\frac{1}{2}$ c, flat.

CALFSKINS—Packers well sold up on calf to end of February, with last trading at 20c for northern heavies and 20 $\frac{1}{2}$ c for Detroit, Cleveland and Evansville, 18 $\frac{1}{2}$ c for River point heavies, and 20 $\frac{1}{2}$ c for all lights. Good interest reported in packer calfskins, although no definite bids made; packers not yet offering March calf but will undoubtedly ask at least 1@1 $\frac{1}{2}$ c more than last prices, with some activity expected next week.

Chicago city calfskins advanced $\frac{1}{2}$ c for both lights and heavies; car 8/10-lb. sold late this week at 19c, with earlier sales at 18 $\frac{1}{2}$ c; car 10/15-lb. sold at close of last week at 17 $\frac{1}{2}$ c, and another car mid-week also at 17 $\frac{1}{2}$ c. Outside cities, 8/15-lb., quoted 18@18 $\frac{1}{4}$ c; mixed cities and countries 15 $\frac{1}{2}$ @ 16c; straight countries 12 $\frac{1}{2}$ @ 13c, according to size of lots. Chicago city light calf and deacons sold at 13.7 $\frac{1}{2}$, or 2 $\frac{1}{2}$ c up.

KIPSKINS—Packer February kipskins were cleaned up earlier, with last trading at 13c for northern natives, 12c for northern over-weights, southern a cent less; branded at 10 $\frac{1}{2}$ c. March kips not yet offered, but fairly

good interest reported and higher prices will probably be asked next week.

Chicago city kipskins advanced a half-cent when couple cars sold at 12c. Outside cities around 11 $\frac{1}{4}$ @ 12c; mixed cities and countries 10 $\frac{1}{2}$ @ 11c; straight countries 9 $\frac{1}{4}$ @ 10c.

HORSEHIDES—Market continues with an easy tone and buying interest somewhat limited. Good city renderers, with full manes and tails, quoted around \$3.75, although some choice lots held around \$3.85@3.90; mixed city and country lots \$3.25@3.40 untrimmed.

SHEEPSKINS—Dry pelts continue easy at 18@19c for full wools. Lower bids in the wool market have caused an easier feeling on all pelts. Shearings not yet offered in quantities to test the market, which is quoted nominally steady at \$1.00 for No. 1's, 75c for No. 2's, and 50c for clips or No. 3's; couple small cars sold recently at these prices in one direction. Small packer shearings quotable half-price. Trading awaited to clarify the market on picked skins, with offerings held at \$5.50 per doz. in some directions and available at \$5.25 in one direction; market dull, with buyers apparently out of the market; last reported sales at \$5.25@5.50 per doz. for lambs. A bid of \$5.25 per doz. was declined at Boston. Packer pelts slow; well sold up couple weeks back around \$3.15 per cwt. live lamb, with buyers' ideas not over \$2.50 at present and sellers talking \$2.80@2.90, or in a range of \$2.20@2.40 each. Outside small packer pelts \$1.75@1.87 $\frac{1}{2}$ each, according to quality.

New York

PACKER HIDES—February hides, except car or so of butts, were moved earlier at 13c for native and butt branded steers and 12 $\frac{1}{2}$ c for Colorados. No action as yet on March take-off, with market fully steady.

CALFSKINS—Advances of 10@15c paid in calfskin market this week. Collectors sold about 30,000 calf early, 5-7's at \$1.55, 7-9's at \$1.90, and 9-12's at \$2.50; later sales were reported at \$1.60, \$2.00 and \$2.60. Packers sold 2,000 of 5-7's at \$1.70, 8,000 of 7-9's at \$2.20 and 10,000 of 9-12's at \$2.75. Collectors advanced prices for green calf 5@10c this week.

CHICAGO HIDE MOVEMENT

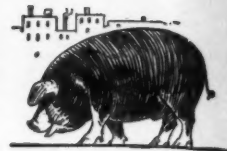
Receipts of hides at Chicago for the week ended March 21, 1936, were 4,774,000 lbs.; previous week, 4,948,000 lbs.; same week last year, 4,908,000 lbs.; from January 1 to March 21 this year, 52,387,000 lbs.; same period a year ago, 67,849,000 lbs.

Shipments of hides from Chicago for the week ended March 21, 1936, were 3,164,000 lbs.; previous week, 3,568,000 lbs.; same week last year, 7,831,000 lbs.; from January 1 to March 21 this year, 46,629,000 lbs.; same period a year ago, 90,276,000 lbs.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, March 26, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-180 lbs.) gd.-ch.	\$10.50@10.75	\$9.90@10.55	\$9.85@10.40	\$10.15@10.45	\$10.25@10.50
Medium	10.00@10.60	9.50@10.40	9.50@10.30	9.90@10.30	9.50@10.25
Lt. wt. (160-180 lbs.) gd.-ch.	10.60@10.85	10.40@10.75	10.15@10.50	10.30@10.50	10.40@10.60
Medium	10.15@10.60	10.00@10.60	10.10@10.35	10.10@10.35	9.75@10.40
(170-200 lbs.) gd.-ch.	10.60@10.85	10.70@10.80	10.35@10.50	10.35@10.50	10.40@10.50
Medium	10.20@10.60	10.35@10.65	10.15@10.40	10.15@10.40	9.75@10.40
Med. wt. (200-220 lbs.) gd.-ch.	10.60@10.85	10.65@10.80	10.35@10.50	10.35@10.50	10.25@10.50
(220-250 lbs.) gd.-ch.	10.50@10.85	10.40@10.75	10.20@10.45	10.35@10.50	10.00@10.35
Hvy. wt. (250-290 lbs.) gd.-ch.	10.40@10.75	10.10@10.65	9.90@10.35	10.20@10.50	9.75@10.10
(290-350 lbs.) gd.-ch.	10.25@10.45	9.85@10.25	9.70@10.10	10.00@10.30	9.50@ 9.85

PACKING SOWS:					
(100-140 lbs.) gd.-ch.	9.60@ 9.85	9.25@ 9.50	9.30@ 9.40	9.40@ 9.65	9.10@ 9.25
(150-180 lbs.) good	9.50@ 9.75	9.10@ 9.35	9.30@ 9.35	9.30@ 9.50	9.10@ 9.20
(180-220 lbs.) good	9.40@ 9.60	9.00@ 9.25	9.30@ 9.35	9.00@ 9.35	9.00@ 9.15
(220-250 lbs.) medium	8.90@ 9.40	8.25@ 9.15	9.00@ 9.25	8.25@ 9.25	9.00@ 9.15

SLAUGHTER PIGS:					
(100-140 lbs.) gd.-ch.	9.60@10.60	8.65@10.00	9.35@ 9.90	9.00@10.25	10.25@10.50
Medium	9.40@10.50	7.75@ 9.85	8.65@ 9.65	8.00@10.00	.....
Av. cost & wt. Wed. (pigs ex.)	10.45-264 lbs.	10.44-220 lbs.	10.01-255 lbs.	10.24-219 lbs.	.....

Slaughter Cattle, Calves and Vealers:

STEERS:					
(550-900 lbs.) choice	9.25@10.75	.....	.....	.....	.....
Good	7.75@10.00	7.50@ 9.25	7.75@ 9.25	7.75@ 9.00	7.50@ 9.50
Medium	7.25@ 8.75	6.75@ 7.75	6.75@ 8.25	6.75@ 8.00	6.60@ 8.00
Common (plain)	6.00@ 7.50	6.00@ 7.00	5.50@ 7.00	5.75@ 7.00	5.40@ 6.75

STEERS:					
(900-1100 lbs.) prime	.....	.....	.....	.....	.....
Choice	10.00@10.75	.....	.....	.....	.....
Good	8.50@10.00	7.75@ 9.50	8.25@ 9.50	8.00@ 9.25	8.00@ 9.00
Medium	7.50@ 8.50	7.00@ 8.00	7.00@ 8.25	7.00@ 8.00	6.75@ 8.00
Common (plain)	6.50@ 7.50	6.00@ 7.25	5.75@ 7.25	5.75@ 7.00	5.85@ 7.00

STEERS:					
(1100-1300 lbs.) prime	.....	.....	.....	.....	.....
Choice	10.00@11.00	.....	.....	9.25@10.25	.....
Good	8.50@10.25	8.00@ 9.75	8.25@ 9.50	8.00@ 9.25	8.00@ 9.00
Medium	7.50@ 8.50	7.25@ 8.25	7.25@ 8.25	7.25@ 8.25	7.00@ 8.15

STEERS:					
(1300-1500 lbs.) prime	.....	.....	.....	.....	.....
Choice	10.25@11.25	.....	.....	.....	.....
Good	8.50@10.25	8.25@ 9.75	8.25@ 9.75	8.25@ 9.50	8.00@ 9.75

HEIFERS:					
(550-750 lbs.) choice	8.25@ 9.00	8.25@ 9.00	7.75@ 8.25	7.75@ 8.75	7.50@ 8.00
Good	7.50@ 8.25	7.25@ 8.25	7.25@ 7.75	6.75@ 7.75	7.00@ 7.75
Com. (plain)-med.	5.75@ 7.50	5.75@ 7.25	5.25@ 7.25	5.00@ 6.75	5.10@ 7.25

HEIFERS:					
(750-900 lbs.) gd.-ch.	7.50@ 9.00	.....	7.25@ 8.50	6.75@ 8.75	7.25@ 8.75
Com. (plain)-med.	5.75@ 7.50	.....	5.25@ 7.25	5.00@ 7.00	5.25@ 7.25

COWS:					
Choice	6.75@ 7.25	.....	.....	.....	.....
Good	6.00@ 6.75	5.75@ 6.50	5.50@ 6.25	5.50@ 6.25	5.35@ 6.25
Com. (plain)-med.	5.00@ 6.00	4.50@ 5.75	4.50@ 5.50	4.50@ 5.50	4.50@ 5.50
Low cut-cut	3.50@ 5.00	3.00@ 4.50	3.25@ 4.50	3.00@ 4.50	3.40@ 4.50

BULLS: (Yrls. Ex.)					
Good (beef)	6.00@ 6.50	5.75@ 6.25	5.35@ 6.00	5.25@ 5.75	5.65@ 6.15
Cut-com. (plain)-med.	5.50@ 6.10	4.75@ 5.75	4.25@ 5.50	4.00@ 5.25	4.50@ 5.65

VEALERS:					
Gd.-ch.	9.00@10.50	8.25@10.50	6.50@ 8.50	7.50@ 9.00	7.50@ 9.50
Medium	7.50@ 9.00	7.75@ 9.25	5.00@ 6.50	5.50@ 7.50	6.25@ 7.50
Cut-com. (plain)	6.00@ 7.50	4.00@ 7.75	4.00@ 5.00	4.00@ 5.50	4.50@ 6.50

CALVES:					
(250-500 lbs.) gd.-ch.	6.25@ 9.25	6.00@ 8.50	6.00@ 7.75	6.25@ 8.00	6.50@ 8.50
Com. (plain)-med.	5.00@ 6.25	4.00@ 6.00	4.00@ 6.00	3.50@ 6.50	4.50@ 6.50

Slaughter Sheep and Lambs:

LAMBS: (Wooled)					
Choice	9.75@10.40	10.10@10.75	9.50@10.00	9.65@10.00	9.50@10.00
Good	9.65@10.00	9.85@10.25	8.75@ 9.50	9.00@ 9.65	9.10@ 9.75
Medium	9.25@ 9.75	9.10@10.00	8.25@ 8.75	8.00@ 9.00	8.50@ 9.10
Common	8.50@ 9.25	7.25@ 9.25	8.00@ 8.25	7.00@ 8.00	7.75@ 8.50

YEARLING WETHERS: (Wooled)					
Gd.-ch.	9.00@ 9.50	8.50@ 9.25	8.25@ 9.25	8.25@ 9.00	8.25@ 9.25
Medium	8.00@ 9.00	7.50@ 8.50	7.25@ 8.25	7.25@ 8.25	7.25@ 8.25

EWES: (Wooled)					
Gd.-ch.	5.00@ 6.00	4.50@ 5.75	4.50@ 5.50	4.50@ 5.25	4.75@ 5.50
Com.-med.	3.75@ 5.00	3.50@ 4.75	3.25@ 4.50	2.75@ 4.50	3.50@ 4.75

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., March 26, 1936.—Hog markets at 20 concentration points and 9 packing plants in Iowa and Minnesota were steady to 10c higher with undertone strong. Good to choice 180- to 220-lb. hogs, mostly \$10.10@10.35; few outstanding long hauls, \$10.40 or above. Rail deliveries quoted at \$10.55. Hogs weighing 220 to 250 lbs. off truck, \$10.05@10.30; 250 to 290 lbs., \$9.60@10.10; 290 to 350 lbs., \$9.35@9.75. Better grades of 160- to 180 lb. weights, \$9.75@10.10; light lights, \$9.15@9.75; light weight sows, \$8.80@9.15 and up to \$9.25 off cars; heavy and medium weights, \$8.40@8.90 off trucks.

Receipts week ended March 26, 1936:

	This week.	Last week.
Friday, March 30	15,900	21,000
Saturday, March 31	18,200	24,500
Monday, March 23	35,900	38,300
Tuesday, March 24	11,100	13,900
Wednesday, March 25	16,700	17,900
Thursday, March 26	24,400	17,800

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top prices	Week ended March 19.	Last week.	Same week, 1935.
Toronto	\$ 6.65	\$ 6.50	\$ 7.50
Montreal	6.50	5.35	6.50
Winnipeg	5.50	5.25	7.50
Calgary	4.50	4.50	7.25
Edmonton	4.50	4.50	8.25
Prince Albert	3.50	3.50	5.00
Moose Jaw	4.25	4.00	6.00
Saskatoon	4.25	3.50	5.50

VEAL CALVES.

	\$ 9.25	\$ 8.75	\$ 8.50
Toronto	.....	8.00	6.50
Montreal	8.00	7.50	5.50
Winnipeg	7.00	7.50	6.00
Calgary	6.00	6.00	6.00
Edmonton	5.50	5.50	6.00
Prince Albert	.....	3.00	3.50
Moose Jaw	5.50	5.50	6.00
Saskatoon	5.10	5.10	5.50

SELECT BACON HOGS.

	\$ 9.25	\$ 9.00	\$ 8.85
Toronto	.....	9.50	8.50
Montreal	8.75	8.85	8.00
Winnipeg	8.25	8.25	7.95
Calgary	8.25	8.25	7.95
Edmonton	8.25	8.25	7.95
Prince Albert	8.25	8.35	7.00
Moose Jaw	8.50	8.60	7.75
Saskatoon	8.35	8.20	7.00

GOOD LAMBS.

	\$ 8.90	\$ 9.00	\$ 7.55
Toronto	.....	7.50	7.25
Montreal	8.00	8.00	6.75
Winnipeg	6.75	6.75	5.25
Calgary	7.25	7.25	5.75
Edmonton	5.00	.....	3.25
Prince Albert	.....	7.00	4.00
Moose Jaw	.....	.....	5.50
Saskatoon	.....	.....	.....

LOSSES FROM BRUISES

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

CALIF. INSPECTED SLAUGHTER

State-inspected kill in Feb., 1936:

	Number.
Cattle	47,649
Calves	27,063
Sheep	83,217
Hogs	48,532

Meat food products produced:

	Lbs.
Sausage	1,972,840
Pork, beef	1,310,718
Lard and lard substitutes	1,129,692
Jerky (beef)	90
Tripe	85,172
Chili	5,750
Total	4,704,262

CHALK ONE UP FOR MEAT

After living for nearly five years in the Arctic on just meat and water and experiencing good health, Vilhjalmur Stefansson in conjunction with Karsten Andersen undertook their now well-known experiment of living on meat alone for one year, to find if this were possible in a temperate climate and under ordinary city conditions.

Results obtained as a result of this experiment were not only highly satisfactory at the time but the two men, after eight years, are still in such good health that Stefansson recently reviewed the entire experiment in Harper's Monthly Magazine, under the title "Adventures in Diet."

This article led to a query to Dr. Irving S. Cutter, health editor of the "Chicago Tribune" recently as follows: "I would be interested in comment from you on recent articles by Stefansson on his freedom from scurvy and his perfect health on a year's exclusive meat diet." Dr. Cutter replied:

"The experiments of Stefansson and Andersen, together with the results of recent researches on the effects of proteins, have helped to establish the fact that meat is not responsible for either high blood pressure or kidney disease, and that it is essential in a well balanced diet.

"The relation between the meat diet and the perfect condition of the teeth of Eskimos and Icelanders has not yet been made clear, although the facts are incontrovertible.

"Stefansson's experience does not mean that Americans, like Eskimos, should live on a 100 per cent meat diet, but it does mean that meat is a valuable part of the diet.

"Scurvy does not occur because fresh animal flesh contains the anti-scorbutic elements. The American Indians—aforetime—did not have scurvy although their diet was largely meat."

If you want a position or a packing-house, look for it on the "Classified" pages at the back of every issue of THE NATIONAL PROVISIONER.

RECEIPTS AT CHIEF CENTERS

Week ended March 21, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended March 21.....	178,000	324,000	269,000
Previous week	180,000	325,000	294,000
1935	158,000	256,000	288,000
1934	181,000	428,000	276,000
1933	160,000	480,000	350,000

At 11 markets:

	Hogs.
Week ended March 21.....	254,000
Previous week	255,000
1935	210,000
1934	368,000
1933	382,000
1932	395,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended March 21.....	135,000	230,000	183,000
Previous week	128,000	220,000	199,000
1935	113,000	171,000	198,000
1934	138,000	315,000	200,000
1933	118,000	325,000	208,000
1932	124,000	348,000	220,000

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending March 21, 1936.....	6,270	1,900	1,993
Week previous	7,340	1,815	2,492
Same week year ago.....	6,963	1,846	1,986
COWS, carcass			
Week ending March 21, 1936.....	1,552	676	1,772
Week previous	1,677	763	1,628
Same week year ago.....	1,020	1,061	1,785
BULLS, carcass			
Week ending March 21, 1936.....	171½	183	32
Week previous	214½	351	54
Same week year ago.....	184½	442	39
VEAL, carcass			
Week ending March 21, 1936.....	14,921	1,568	513
Week previous	14,950	1,896	1,090
Same week year ago.....	12,062	2,026	650
LAMB, carcass			
Week ending March 21, 1936.....	28,315	8,102	13,000
Week previous	28,174	7,751	14,010
Same week year ago.....	33,711	11,107	15,722
MUTTON, carcass			
Week ending March 21, 1936.....	1,593	829	566
Week previous	3,179	1,285	619
Same week year ago.....	1,017	620	568
PORK CUTS, lbs.			
Week ending March 21, 1936.....	1,438,387	206,430	258,823
Week previous	1,615,782	283,079	413,946
Same week year ago.....	1,547,112	440,619	184,172
BEEF CUTS, lbs.			
Week ending March 21, 1936.....	250,578	.....	.....
Week previous	453,010	.....	.....
Same week year ago.....	666,821	.....	.....

LOCAL SLAUGHTERS.

CATTLE, head			
Week ending March 21, 1936.....	7,274	1,852	.....
Week previous	7,586	1,658	.....
Same week year ago.....	8,205	1,865	.....
CALVES, head			
Week ending March 21, 1936.....	10,315	1,772	.....
Week previous	12,842	1,826	.....
Same week year ago.....	13,737	3,502	.....
HOGS, head			
Week ending March 21, 1936.....	35,674	10,275	.....
Week previous	42,492	13,874	.....
Same week year ago.....	33,310	12,792	.....
SHEEP, head			
Week ending March 21, 1936.....	54,720	4,140	.....
Week previous	68,474	2,810	.....
Same week year ago.....	51,796	5,211	.....

BEMIS TRUCK COVERS

LAST LONGER

Made from best quality duck. Reinforced construction—no "weak spots". They cost no more to begin with and they cost much less in the long run. Ask your driver!



• WRITE •

for a sample of this extra tough, high-grade duck so you can test its durability.

BEMIS BRO. BAG CO.
420 Poplar St., St. Louis, Mo.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended March 21, 1936.

CATTLE.

	Week ended Mar. 21, 1936.	Prev. week, 1935.	Cor. week, 1935.
Chicago	27,059	26,765	22,025
Kansas City	15,369	14,711	16,527
Omaha	17,498	17,977	12,175
East St. Louis	12,457	13,780	13,088
St. Joseph	5,477	6,191	6,022
Sioux City	10,504	8,577	7,024
Wichita	2,991	2,284	2,832
Fort Worth	5,488	5,488	5,488
Philadelphia	1,852	1,658	1,865
Indianapolis	2,015	1,963	2,059
New York & Jersey City	7,274	7,586	8,205
Oklahoma City	6,273	6,284	6,579
Cincinnati	3,462	2,850	2,904
Denver	4,315	4,505	3,427
St. Paul	11,370	11,088	8,990
Milwaukee	2,955	3,157	3,055
Total	135,950	130,870	116,587

HOGS.

Chicago	59,810	49,617	57,914
Kansas City	27,258	26,719	23,784
Omaha	31,535	29,638	12,592
East St. Louis	42,536	38,595	31,855
St. Joseph	11,103	9,132	9,907
Sioux City	23,633	14,942	10,065
Wichita	6,325	5,982	4,065
Fort Worth	15,160	13,874	12,792
Philadelphia	10,275	9,132	8,876
Indianapolis	6,267	6,712	8,876
New York & Jersey City	38,378	42,492	33,310
Oklahoma City	9,317	8,391	5,396
Cincinnati	10,595	12,004	8,558
Denver	5,774	6,762	3,161
St. Paul	25,524	22,808	10,962
Milwaukee	9,087	8,080	5,033
Total	330,348	280,748	238,300

SHEEP.

Chicago	42,221	59,214	55,488
Kansas City	23,802	22,488	19,557
Omaha	25,213	30,161	20,150
East St. Louis	5,367	5,723	7,808
St. Joseph	23,775	23,482	19,958
Sioux City	16,808	19,011	15,010
Wichita	5,249	4,250	2,173
Fort Worth	7,682	.....	.....
Philadelphia	4,140	2,819	5,211
Indianapolis	2,632	2,217	1,777
New York & Jersey City	54,729	68,474	51,793
Oklahoma City	1,781	895	2,324
Cincinnati	2,091	2,318	986
Denver	4,806	5,332	5,715
St. Paul	6,940	10,287	7,486
Milwaukee	2,363	2,279	1,382
Total	227,859	256,950	216,911

STOCKMEN FOR FATS PROGRAM

Members of the Texas and Southwestern Cattle Raisers Association at their recent convention endorsed the Kleberg bill, which would impose a federal tax of 10c per pound on margarine containing foreign fats and oils. Representatives of the cottonseed industry were also present at Amarillo, Tex., to discuss common problems with the stockmen. A. L. Ward, educational director, National Cottonseed Products Association, reports that cattlemen, West and South, are united in support of the domestic fats and oils program and are conscious of the necessity of removing restrictions on margarine made from American products.

GERMANY TIGHTENS MEAT RULE

German meat trade was brought more closely under government control during February with issuance of new rules to regulate marketing and prices of beef and cattle, according to the U. S. Department of Commerce. Monthly slaughter and meat turnover has been set at 60 per cent of October, 1934-March, 1935 average. Deficit in supplies for large cities will be made up of imported fresh and frozen beef.

Prices for various cuts have been fixed.

Preliminary reports show a substantial decline in German livestock receipts at principal markets during February except in case of hogs. Cattle receipts were 24 per cent smaller than in January and 35 per cent less than in February, 1935. Hog receipts increased about 8 per cent over January and were only 20 per cent below receipts in 1935. About 2,954,000 lbs. of fat backs and 21,910,000 lbs. of other pork were imported in January.

LARGER BUT LATER LAMB CROP

This year's early spring lamb crop is about 6 per cent larger than in 1935, but unfavorable weather has resulted in higher losses and may retard marketward movement, according to the U. S. Bureau of Agricultural Economics. However, the total marketing of lambs before July 1 will probably be larger than in 1935.

California early lamb crop is 10 to 15 per cent larger than in 1935, and probably the largest ever raised. Condition of early lambs on March 1, while below a year ago, was probably above average. Shipments in volume to Midwestern markets will probably start before April 15, and a heavy movement is expected if growing conditions remain favorable. Arizona lamb crop is larger and marketings are expected to be earlier than last year.

Early lamb supplies in most Southern and Eastern areas, including Kentucky, Tennessee and Virginia, are smaller than in 1935. Shortage of green feed has retarded growth of early lambs. Marketing of the crop from Kentucky and Tennessee may be somewhat later than usual and quality below average. Death losses have been heavy in the Corn Belt states. Season is generally late and early pastures will be poor. Missouri, principal early lambing state, reports conditions very unfavorable during lambing time.

NEW YORK LIVESTOCK

Receipts week ended March 21, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,592	4,211	3,395	27,756
Central Union	1,291	891	.....	7,378
New York	184	2,937	15,497	6,869
Total	5,067	8,039	18,892	42,003
Previous week	6,204	11,176	19,943	53,208
Two weeks ago	5,749	11,607	18,478	45,378

U. S. INSPECTED HOG KILL

Kill at 8 points week ended March 20, 1936:

	Week ended March 20, 1936.	Prev. week, 1935.	Cor. week, 1935.
Chicago	59,810	49,617	71,050
Kansas City, Kans.	27,258	26,719	23,784
Omaha	31,535	29,638	14,691
St. Louis & East St. Louis	42,336	38,595	41,715
Sioux City	23,200	14,942	11,571
St. Joseph	11,103	9,132	11,809
St. Paul	25,524	22,808	17,225
N. Y., Newark and J. C.	38,378	39,996	33,448
Total	259,144	225,440	225,293

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 16	14,841	1,253	17,508	9,971
Tues., March 17	7,015	2,876	13,278	9,888
Wed., March 18	7,861	1,441	11,969	7,983
Thurs., March 19	5,548	2,162	11,952	9,763
Fri., March 20	1,418	354	6,880	10,070
Sat., March 21	300	100	2,500	2,000
Total this week	36,976	8,186	63,891	49,655
Previous week	35,514	7,648	63,436	49,652
Year ago	28,779	8,405	61,502	71,678
Two years ago	35,468	12,130	111,674	99,327

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 16	2,672	230	4,103	3,865
Tues., March 17	2,003	373	2,332	2,289
Wed., March 18	2,634	240	2,143	1,283
Thurs., March 19	1,404	258	2,242	1,275
Fri., March 20	753	99	1,725	2,553
Sat., March 21	190	.....	200	590
Total this week	9,566	1,176	12,743	11,706
Previous week	8,323	758	15,835	20,309
Year ago	7,491	1,113	3,756	23,216
Two years ago	10,117	671	12,636	14,475

Total receipts for month and year to March 21:

	March—1936.	1935.	Year—1935.
Cattle	100,160	103,985	412,581
Calves	24,021	28,919	79,330
Hogs	186,552	200,357	917,534
Sheep	168,210	233,832	611,455

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Mar. 21	\$ 8.50	\$10.30	\$ 5.35	\$10.00
Previous week	8.75	10.20	5.10	10.00
1935	10.70	8.75	4.10	8.10
1934	6.00	4.30	4.90	9.10
1933	5.20	4.05	2.29	5.80
1932	6.35	4.30	3.50	6.85
1931	8.10	7.45	4.00	8.35
Av. 1931-1935	\$ 7.25	\$ 5.75	\$ 3.70	\$ 7.90

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended March 21	26,410	41,943	37,880
Previous week	27,051	46,276	45,770
1935	21,324	57,104	50,101
1934	25,200	90,000	47,000
1933	24,699	104,329	47,583
1932	27,260	96,248	43,518

HOG RECEIPTS, WEIGHTS AND PRICES.

	No. Rec'd.	Avg. Wgt.	—Prices— Top. Avg.
Week ended March 21	63,900	246	\$10.85
Previous week	63,436	245	10.75
1935	61,502	241	9.50
1934	111,674	236	4.60
1933	113,160	247	4.35
1932	115,392	238	4.80
1931	144,389	242	8.25
Av. 1931-1935	109,200	240	\$ 6.25

CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended Friday, March 20, 1936:	59,810
Week ended March 20, 1936	49,617
Previous week	49,617
Year ago	71,650
1934	107,745

CHICAGO HOG PURCHASES.

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, March 20, 1936:

	Week ended Mar. 20.	Prev. week.
Packers' purchases	27,498	27,849
Direct to packers	21,717	24,100
Shippers' purchases	9,187	12,778
Total	58,402	64,727

FARM LIVESTOCK CASH GROWS

Farmers' cash receipts from the sale of livestock and livestock products were 25 per cent larger in January than during January, 1935, according to the U. S. Bureau of Agricultural Economics. Cash crop income was 19 per cent higher. January receipts from all farm products totaled \$516,346,000 against \$421,156,000 for the same month in 1935, although benefit and rental payments this year were only about \$1,200,000 against \$70,300,000 last year.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 21, 1936, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,226	1,346	13,325
Swift & Co.	3,304	1,519	9,410
Morris & Co.	1,939	.....	2,210
Wilson & Co.	3,747	811	7,483
Anglo-Amer. Prov. Co.	733	.....	.....
G. H. Hammond Co.	1,977	.....	.....
Shippers	9,537	12,765	11,541
Others	9,978	16,827	7,517

Brennan Pkg. Co., 2,053 hogs; Western Pkg. Co., Inc., 465 hogs; Agar Pkg. Co., 3,715 hogs.

Total: 35,461 cattle; 5,932 calves; 39,501 hogs; 51,486 sheep.

Not including 1,135 cattle, 262 calves, 24,811 hogs and 2,276 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,808	630	2,351	4,115
Cudahy Pkg. Co.	1,781	731	1,326	4,472
Morris & Co.	1,010	477	.....	2,775
Swift & Co.	1,623	912	3,942	3,706
Wilson & Co.	1,849	799	1,503	4,351
Kornblum & Son	764	.....	.....	.....
Indpt. Pkg. Co.	.....	.....	229	.....
Others	2,693	252	3,751	4,383

Totals11,588 3,781 12,802 23,802
Not including 20,480 hogs bought direct.

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour and Co.	4,110	9,778	6,615
Cudahy Pkg. Co.	4,152	6,619	9,634
Dold Pkg. Co.	1,172	4,105	.....
Morris & Co.	1,352	610	2,620
Swift & Co.	3,893	4,342	5,768
Others	.....	16,917	.....

Eagle Pkg. Co., 17 cattle; Grt. Omaha Pkg. Co., 57 cattle; Geo. Hoffman Pkg. Co., 47 cattle; Lewis Pkg. Co., 628 cattle; Omaha Pkg. Co., 114 cattle; John Roth & Sons, 57 cattle; So. Omaha Pkg. Co., 51 cattle; Lincoln Pkg. Co., 493 cattle; Wilson & Co., 216 cattle.

Total: 16,274 cattle and calves; 42,371 hogs; 24,337 sheep.
Not including 1,045 hogs and 1,328 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,229	834	4,616	1,193
Swift & Co.	1,892	1,195	3,996	1,523
Morris & Co.	912	326	591	.....
Hunter Pkg. Co.	1,647	979	3,717	1,133
Hell Pkg. Co.	.....	1,494	.....	.....
Krey Pkg. Co.	.....	1,580	.....	.....
Laclede Pkg. Co.	.....	1,865	.....	.....
Shippers	3,600	4,024	16,375	227
Others	3,191	152	11,511	698

Total12,471 7,610 45,745 3,794
Not including 1,316 cattle, 2,967 calves, 26,115 hogs and 607 sheep bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,211	805	2,745	5,238
Dold Pkg. Co.	571	80	1,999	11
Fred W. Dold	.....	.....	424	.....
Wichita D. B. Co.	.....	.....	.....	.....
Sunflower Pkg. Co.	55	.....	114	.....
Dunn-Ostertag	127	.....	.....	.....
Swiss Beef Co.	20	.....	.....	.....

Total2,106 885 5,282 5,249
Not including 1,243 hogs bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	1,063	681	5,737	16,130
Armour and Company	1,958	687	5,001	7,644
Others	1,304	27	1,679	11,044

Total4,025 1,345 12,417 34,818
Not including 33 cattle bought direct.

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,349	277	9,156	6,491
Armour and Co.	3,065	247	9,234	7,067
Swift & Co.	3,303	302	5,198	3,041
Shippers	4,379	15	6,835	2,005
Others	257	20	45	1

Total13,893 861 30,468 18,605

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,002	937	4,439	862
Wilson & Co.	1,873	1,115	4,392	919
Others	200	53	486	.....

Total4,135 2,105 9,317 1,781
Not including 33 cattle bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,280	259	1,460	15,644
Swift & Co.	1,052	102	1,813	8,519
Others	2,149	255	2,024	9,722

Total4,400 656 5,297 33,885

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,426	3,673	6,962	2,471
Cudahy Pkg. Co.	854	1,349	190	.....
Swift & Co.	4,952	5,574	10,223	4,279
United Pkg. Co.	2,088	384	.....	.....
Others	1,386	374	10,730	709

Total12,706 11,354 27,915 7,649

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Klingan & Co.	1,853	653	4,098	2,328
Armour and Co.	834	45	1,690	90
Hilgenmeier Bros.	6	.....	1,180	.....
Stumpf Bros.	.....	.....	90	.....
Schussler Pkg. Co.	39	.....	115	.....
Meier Pkg. Co.	88	6	133	.....
Indiana Prov. Co.	25	26	132	9
Mass Hartman Co.	51	8	.....	.....
Art Wabnitz	16	97	32	.....
Shippers	1,990	1,826	14,001	3,336
Others	463	90	206	323

Total5,365 2,749 21,624 6,118

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son	.....	38	.....	93
Ideal Pkg. Co.	54	33	383	.....
E. Kahn's Sons	761	524	4,298	183
Lohrey Pkg. Co.	3	.....	100	.....
H. H. Meyer Pkg. Co.	15	.....	2,567	.....
J. Schlachter's Son	112	.....	280	18
J. & F. Schroth Pkg. Co.	14	.....	2,341	.....
J. F. Stegner & Co.	301	190	.....	.....
Shippers	111	397	2,143	.....
Others	1,421	885	203	62

Total2,792 2,347 12,095 356
Not including 855 cattle, 166 calves, 3,019 hogs and 1,730 sheep bought direct.

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,611	1,954	6,176	3,760
Swift & Co.	2,425	1,283	6,504	3,922
City Pkg. Co.	279	28	348	.....
Blue Bonnet Pkg. Co.	100	40	131	.....
Rosenthal Pkg. Co.	82	14	1	.....

Total5,488 3,324 13,100 7,682

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,773	7,018	9,000	2,152
U. D. B. Co., N. Y.	34	.....	.....	.....
Armour and Co., Mil.	579	3,548	.....	.....
N. Y. B. D. M. Co.	30	.....	.....	15
H. Gunz & Co.	30	97	.....	7
Shippers	41	45	50	189
Others	617	611	81	.....

Total3,113 11,319 9,140 2,363

RECAPITULATION.

	Week ended Mar. 21.	Prev. week.	Cor. 1935.
Chicago	35,461	34,746	28,170
Kansas City	11,588	10,985	12,565
Omaha	16,274	16,740	12,391
East St. Louis	12,471	12,201	11,654
St. Joseph	4,025	5,832	5,073
Sioux City	13,893	10,636	8,398
Oklahoma City	4,135	4,138	4,468
Wichita	2,106	2,298	2,309
Denver	4,400	4,773	3,648
St. Paul	12,706	12,823	10,228
Indianapolis	5,365	3,113	3,180
Cincinnati	2,792	2,801	2,962
Fort Worth	5,488	.....	.....
Total	134,807	126,582	111,056

HOGS.

Chicago	39,501	42,852	29,639
Kansas City	12,802	11,680	9,836
Omaha	42,571	42,061	18,928
East St. Louis	45,745	47,207	43,205
St. Joseph	12,417	11,390	10,167
Sioux City	30,498	23,943	13,791
Oklahoma City	9,317	8,391	5,271
Wichita	2,282	4,853	3,730
Denver	5,297	6,474	3,066
St. Paul	27,915	24,150	12,071
Milwaukee	9,140	8,170	5,067
Indianapolis	21,624	20,736	26,380
Cincinnati	12,065	14,026	12,813
Fort Worth	13,160	.....	.....
Total	287,334	265,933	193,960

SHEEP.

Chicago	51,486	74,069	56,668
Kansas City	23,802	22,488	19,557
Omaha	24,337	28,415	18,334
East St. Louis	3,794	3,725	8,914
St. Joseph	34,818	31,960	21,057
Sioux City	18,605	20,716	19,730
Oklahoma City	1,781	895	2,324
Wichita	5,249	4,269	2,173
Denver	32,885	42,305	36,335
St. Paul	7,649	10,994	8,176
Milwaukee	2,363	2,279	1,403
Indianapolis	6,118	7,718	5,988
Cincinnati	356	561	1,123
Fort Worth	7,682	.....	.....
Total	221,925	250,972	201,982

PACIFIC COAST LIVESTOCK

Receipts five days ended March 20, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,784	1,117	1,079	1,169
San Francisco	2,080	50	1,550	1,100
Portland	2,220	130	3,000	1,950

DIRECTS—Los Angeles: Cattle, 118 cars; hogs, 88 cars; sheep, 41 cars. San Francisco: Cattle, 160 head; calves, 200 head; hogs, 2,400 head; sheep, 2,800 head.

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L. H. McMURRAY

Indianapolis, Indiana

LIVE STOCK BUYER...

HOGS a Specialty

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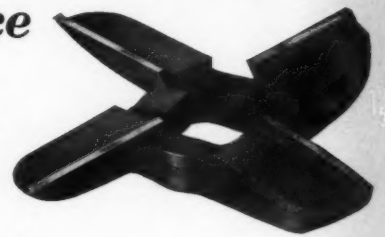
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Livestock Buying Organization



C. D. Plates and C. D. Cut-More Knives for Superior Service

The O. K. Knife with changeable Double Edged blades, for twenty years a standard equipment with all the large packers and most of the leading sausagemakers in the country now have proved their superiority. The New C. D. Cut-more changeable blades fit in all O. K. Holders. The C. D. Cut-more solid knives are guaranteed to outlast any other make or style of knives.



• Send for price and circular regarding the O. K. and C. D. CUT-MORE BLADES and C. D. ANGLE-HOLE REVERSIBLE PLATES.
The Specialty Mfrs. Sales Co., 2021 Grace St., Chicago, Ill.

IT TAKES THE BEST TO MAKE THE BEST

**Only H. J. Mayer
makes the genuine**

H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compound.

For real satisfaction, insist on H. J. Mayer Seasonings!

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The Man Who Knows

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Calf Bag

STOCKINETTE

BAGS and TUBING FOR BEEF—LAMB
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CALVES—FRANKS—Etc.

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Joseph Wahlman, Dept. Mgr.
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Makers of Quality Bags Since 1876

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Insure high quality, preserve
bright color and add flavor
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WE ALL WARM TO THE SIGHT OF AN OLD FRIEND

HE has stood the test of time. To us, he is a symbol of all those fine qualities we like best... We like to think that this is true, also, of our Circle U Brand Dry Sausage. It, too, has stood time's test, and won its friends... not in a few weeks... or a few months... but in more than 50 years.

• There is a variety for every taste... for every nationality. A complete line. Shown here are:

• 1. Salami	• 2. Thuringer	• 3. Genoa Salami
• 4. Cooked Salami in artificial casing	• 5. Peperoni	

OMAHA PACKING COMPANY :: CHICAGO

20071

Up and down the



MEAT TRAIL



Meat Packing 40 Years Ago

(From The National Provisioner, March 28, 1896.)

During the week ended March 14, 1896, Fort Worth stock yards had largest receipts in its history.

Stocks and bonds of Swift and Company were placed in unlisted department of Chicago Stock Exchange. Capital stock of company was \$15,000,000. Official statement in connection with listing said that company was organized on April 1, 1886, with a capital of \$3,000,000. Dividends paid every year since its organization, then paying 1½ per cent quarterly. Report for year ended December 30, 1895, showed company killed 1,082,942 cattle, 1,891,044 sheep, 1,674,928 hogs and manufactured 4,963,869 lbs. wool, 3,071,677 lbs. neat-foot oil, 4,869,231 lbs. glue, 6,365,518 lbs. butterine, 16,698,915 lbs. tallow, 41,591,915 lbs. oleo oil, 110,805,540 lbs. lard, 70,078,531 lbs. hides and 60,724,000 lbs. fertilizer. Plants of company included Chicago, Kansas City, Omaha, St. Louis. In addition it owned about 150 branch houses. Officers and directors were G. F. Swift, sr., president; E. C. Swift, first vice-president; L. F. Swift, second vice-president; L. A. Carton, treasurer; Albert H. Veeder, general counsel.

Armour and Company, Chicago and Kansas City, closed two-year contract with British war office whereby firm would furnish all canned and salt meats consumed by British army and navy for the next two years. Meat to be supplied in greatest quantity was sliced canned bacon, on method of canning of which Armour and Company had exclusive patent.

Meat Packing 25 Years Ago

(From The National Provisioner, April 1, 1911.)

Practice of "plating" lamb carcasses, consisting of wrapping carcass with caul fat from another carcass, no longer permitted.

Bone marrow from shank bones handled in sanitary manner could be used for edible purposes, federal inspection service ruled.

Large percentage of sour meats reported in coolers held at 33 degs. when hot hogs were run in; after 5 hours, 52 degs.; 10 hours, 48 degs.; 20 hours, 42 degs.; 30 hours, 38 degs.; 48 hours, 36 degs. F. (Modern methods provide for chilling hogs in 16 to 18 hours, with minimum of sour joints.)

In 1909 there was produced in Mis-

souri packinghouse products valued at \$79,581,000, compared with products valued at \$60,110,000 five years earlier, a gain of about 30 per cent.

Arkansas Packing & Provision Co., Little Rock, acquired plant of Little Rock Packing Co.

CHICAGO NEWS OF TODAY

John Gavin, formerly of Morris & Co., wholesale market, has been promoted to sales manager of the beef cuts, selected meats and hotel cuts department of the Armour and Company plant at Fort Worth, Tex.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 26,125 cattle, 5,368 calves, 54,405 hogs and 34,019 sheep.

Richard T. Keefe, president, Keefe-Le Sturgeon Co., Arkansas City, Kans., was a visitor in Chicago this week.

Harry Davis, traffic manager, John Morrell & Co., Ottumwa, Ia., visited in Chicago this week.

O. R. Gurney, Kingan & Co., Indianapolis, Ind., was a recent visitor in Chicago.

A. E. Hayes, president, Hatley Bros.

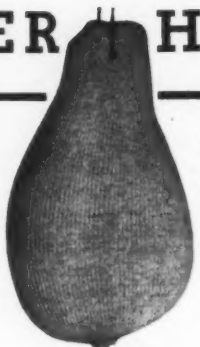


MORRELL FROM THE AIR.

Latest air view of the Ottumwa, Ia., plant of John Morrell & Co., showing new pork cutting and trimming building, freezer building and sheep feeding barns. Note signs on roof of building in right foreground directing air pilots to Ottumwa field—another case of packer "air-mindedness."

EASTER HAM S

O'LENA Stock-
inettes are
available in all
sizes and
weights.



To fit the
smallest
butt or the
largest ham.

FLASH!!

If you haven't sufficient
stockinettes on hand for
Easter business, write,
wire or telephone O'LENA
for guaranteed delivery.

O'LENA KNITTING MILLS, INC.
1882 Flushing Avenue Brooklyn, N. Y.



Always in Tune!

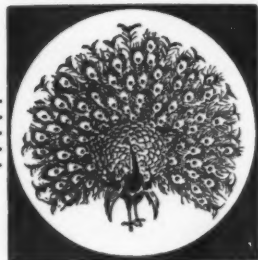
Sausage and Specialties made with STANGE
Products, seasoned with Dry Essence of
Natural Spices, always strike the right note.
They are always attractive and appetizing
in appearance. They have piquant, deli-
cious flavor. They combine in perfect bal-
ance every quality desired in fine sausage.
That's why sausage manufacturers on the
Stange bandwagon lead the industry in profits!

Ask for samples!

LIST OF PRODUCTS

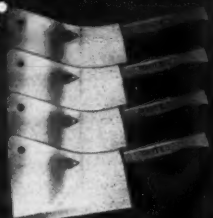
Dry Essence of Natural Spices—Individual or blended	Premier Curing Salt Baysteem Sani Close
Peacock Brand Certified Casing Colors	Meat Branding Inks— Violet and Brown

WM. J. STANGE CO.
2536-40 W. MONROE ST., CHICAGO
Western Branch, 923 E. 3rd St., Los Angeles



WHITE Splitters and Cleavers for Almost 100 Years

—Which is just another way of say-
ing that they are strictly quality
tools.
Splitters with cutting edges of in-
serted alloy steel—all-use cleavers
of forged solid steel. The kind of
tools packers and butchers prefer.
Ask your dealer or order direct
from Dayton.
L. & I. J. White Division, Buffalo



SIMONDS WORDEN WHITE CO.



OFFICE
DAYTON, OHIO



Factories at DAYTON-BUFFALO-CLEVELAND-BELOIT

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**BROKER
PACKINGHOUSE
PRODUCTS**

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange



PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

Wilmington Provision Company TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Vogt's Liberty Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Co., stopped at Puerto Castillo, Honduras, not long ago to mail postcards to his Chicago friends.

Announcement is made by president R. H. Cabell of Armour and Company of the election of F. W. Specht as vice president in charge of the branch house and car route departments, succeeding I. M. Hoagland. Mr. Hoagland, who has been vice president since 1931, will move to San Francisco, where he will become general manager of the Virden Packing Co., recently acquired by Armour and Company. His health necessitated a change. Mr. Specht, his successor, has been in the employ of Armour and Company since 1911, when he started as a student sales-



I. M. HOAGLAND



F. W. SPECHT

man at Springfield, Mass. Except for a period of 2½ years spent with the A. E. F. in France, he has always been in the sales end of the business. He managed several branch houses and was district manager at Wilkes-Barre, Pa., and at Philadelphia. He spent eight years in Philadelphia before being called into the head office in Chicago a year ago to take the newly-created position of assistant general sales manager. J. J. McInerney has been named to succeed Mr. Specht as assistant general sales manager. Mr. McInerney was manager of the smoked meat department.

A. Z. Baker, president, Cleveland Union Stock Yards Co., played No. 1 on the Cleveland Riding Club polo team which defeated the Chicago Ramblers in Chicago last week by a score of 8½ to 4½ goals, Baker himself making several of the goals.

Harold E. Vogel, Indianapolis broker, was a Chicago visitor this week.

R. C. Pollock, general manager, National Live Stock and Meat Board, returned Tuesday from a trip to Texas.

To provide more spacious facilities, which better meet the requirements of their business and its continuous expansion Van Auker-Ragland, Inc., advertising agency, will move into larger quarters on May 1 in the 20 North Wacker building, known also as the Civic Opera Building, Chicago. Clients of Van Auker-Ragland will find unusual service and facilities available in this building—a complete moving picture theatre for showing commercial films,

a luxurious private club and private conference rooms, large and small.

New York News Notes

Chairman Thos. E. Wilson, Wilson & Co., Chicago, was a visitor in New York last week.

T. J. McCormack and T. M. Galvin, Armour's Soap Works, Chicago, were in New York this week.

President V. D. Skipworth, A Gobel, Inc., announced the appointment last week of Emil A. Laier as general superintendent of all operations, including manufacturing and mechanical, of all plants and branches. His friends in the meat industry will be glad to learn of Mr. Laier's recognition.

President Walter Blumenthal, United Dressed Beef Co., returned to his desk last week following a mid-winter vacation at Hollywood Beach, Fla. Treasurer Irving Blumenthal is spending a few weeks at Somerville, S. C.

Harry Levine, who up to his retirement in 1933 was employed in the beef sales department of the United Dressed Beef Company, and well known in the trade, died at his home on March 18. Mr. Levine had been with the company since 1905 and was active until 1931, when his health failed; two years later he retired to private life. He is survived by his widow and two sons.

Meat, fish and poultry seized and destroyed by the health department of the city of New York, during the week ended March 21, 1936, were as follows: Meat—Brooklyn, 52 lbs.; Manhattan, 1,956 lbs.; total, 2,008 lbs. Fish—Manhattan, 3 lbs. Poultry—Brooklyn, 6 lbs.

Countrywide News Notes

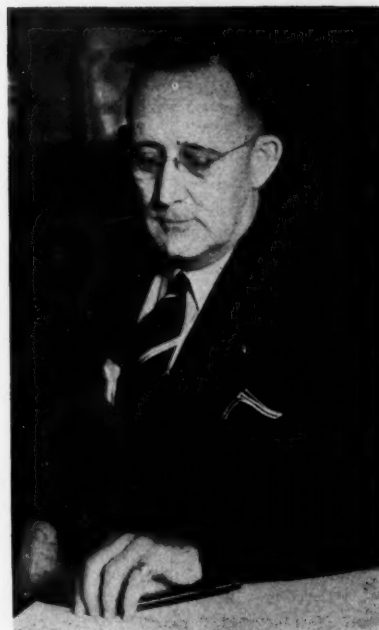
George Marples, long associated with Cudahy Packing Company, died March 21, following an illness of some weeks,



at the age of 73 years. In 1888 Mr. Marples became associated with the Armour - Cudahy Packing Co., at So. Omaha, Neb. Two years later, when the Cudahy Packing Co. was formed, he became its export manager, which position he held until the time of his retirement on January 10, 1936. Recognized as an authority on export markets and foreign trade matters generally, Mr. Marples was widely known throughout the industry in this country and abroad. Surviving are Mrs. Marples and one son.

Armour and Company has leased 2,520 feet of exhibit space in the food products building at the Texas Centennial Exposition.

G. W. Neil, assistant superintendent



SALESMANSHIP.

Winfred H. Moody, sales manager, Houston Packing Co., Houston, Tex., is one of those who believes that modern merchandising is necessary to the success of the packing business. His sales organization reflects the policy of his company in this respect, and he has the whole-hearted backing of general manager Childress in making the JASMINE brand famous for quality in his widespread sales territory.

of Armour and Company plant at Fort Worth, Tex., has been appointed superintendent of the Hauser Packing Co., Los Angeles, Calif., an Armour subsidiary.

Walter Hansen, head of Hansen Packing Company, Butte, Mont., suffered severe head and back injuries in an automobile accident, March 22, near Lovelock, Nev. Two others of the party were instantly killed and one other suffered severe injuries. Mr. Hansen is in a serious condition, but regained consciousness and doctors entertain some hope of recovery.

Partnership of B. W. Gillespie, jr., and R. D. Smith, doing business as James W. Hill & Co., livestock purchasing agents at Indianapolis, has been dissolved. They were associated for 15 years as exclusive buyers of lambs and calves. Mr. Gillespie has organized his own business, buying lambs and calves exclusively, with headquarters at the Indianapolis yards. Mr. Smith will devote his time to his farming interests.

Carl Raymon, once a well-known sausage expert in the United States, who has been located for many years as a successful sausage merchant at Hakodate, Japan, sends his best regards to old friends in the trade.



For the Retail Meat Dealer



Push LAMB Sales

Now Is Time to Cash
In on Merchandising
Campaign

IT'S time for lamb!

High quality lamb is coming in—housewives are ready to buy it—retailers should start now to feature lamb, and profit by the spring demand.

Everybody's going to hear a lot about lamb during the next few weeks, for the Colorado-Nebraska Lamb Feeders' Association is financing a nation-wide educational lamb campaign. Alert meat retailers will say: *Interest in lamb from the campaign, plus natural spring-time demand equals more sales and profit for me.*

Retail Display Posters

Part of the campaign promotion is going right into the retail store to give the dealer some "on the spot" help in selling lamb. Packer salesmen are beginning to distribute 50,000 lamb advertising kits to retail meat dealers throughout the country. These kits show the dealer how to make bigger lamb sales and profits.

Part of the kit consists of a well-illustrated broadside showing the dealer how to make eight practical lamb cuts, including sirloin lamb roast, Frenched lamb leg, American leg of lamb, cushion

style shoulder, boneless shoulder chops and lamb patties.

The kit also contains seven posters for display in the retail store. The largest of these urges "Try Our Quality Lamb Today." There are six smaller posters, each featuring a retail cut of lamb, with a space for insertion of the dealer's price per pound. These three-color posters feature leg of lamb, lamb patties, breast of lamb, lamb shoulder, lamb for stew and lamb chops.

However, use of the posters should be coupled with aggressive lamb merchandising by the retailer.

There are a number of ways in which the dealer can increase lamb sales during the spring months. One of these is by display. The greater opportunity customers have for seeing lamb, the more they will buy. One display case, or at the least one section of a display case, should be devoted to lamb. Cuts should not be crowded in the case and should be attractively garnished with greenery. Cut surfaces of meat should be kept attractive and moist.

Suggest a Cut and Recipe

Another way of increasing lamb sales is by suggestive selling. It isn't enough, however, to suggest "I have a nice rolled lamb shoulder today." The housewife may not know anything about cooking lamb shoulder so probably will shake her head *unless*—the dealer is ready to tell her how to cook it, or gives her a copy of "Let's Have Lamb," the new recipe book which was de-

Special Value

Try Our
Quality
LAMB
Today

At its Best Now!

PULLS CUSTOMERS INTO STORE.

veloped for the lamb campaign, or can show her a recipe on a bulletin board in his store.

Newspapers will contain many recipes and suggestions for serving lamb during the next few weeks. If these and pictures of lamb dishes are clipped out and posted on the bulletin board they will aid in selling lamb to the housewife. Seeing a leg of lamb won't tell her how appetizing it will look when prepared—unless she has a strong imagination—but a picture of the cooked leg of lamb will help.

Cooking Schools Feature Lamb

In addition to direct aid to retailers the lamb campaign is designed to bring many lamb-hungry buyers to retail stores. Lamb information and publicity is reaching consumers through radio cooking talks, lectures, newspaper and magazine articles and cooking demonstrations.

Fifty-three radio stations have already requested copies of the new lamb recipe book for distribution to listeners. Lamb advertising copy has gone out to 9,300 newspapers so they will be able to help retailers who want to advertise

LAMB STEAKS A TASTY DISH.

Sales increase when customers are shown new cuts and novel ways of preparing lamb. Many will want to try planked lamb steaks from the shoulder. Information on practical and novel ways of cutting and preparing lamb are being furnished to retailers and consumers in the current campaign.



lamb. Home service directors of public utilities in 40 cities are cooperating by placing special emphasis on lamb in cooking schools.

Most people like to eat lamb in the springtime but it will be even more popular this year because so many consumers will be reading or hearing about it. If dealers take advantage of lamb promotion and work to display and sell it in their own stores they will increase their lamb sales and profits.

Material for the campaign was prepared for the Colorado-Nebraska Lamb Feeders Association by the National Live Stock and Meat Board in cooperation with the Institute of American Meat Packers.

AMONG NEW YORK RETAILERS

The postponed meeting of Bronx Branch was held on March 24 with a fine attendance. Report of banquet and ball committee met with approval. Report on unions as far as they have progressed was also made. Attorney Aaron Kaufmann spoke on the Livingston Bill. Next meeting will be held on regular night, April 1.

Eastern District Branch held its regular meeting at Schwaben Hall, Tuesday, March 24, with a record crowd in attendance. The meeting discussed and endorsed for its enactment the Livingston Bill now pending in the state legislature. The Robinson-Patman Bill was also discussed. The testimonial dinner committee in charge of Fred Riester reported that he had reserved May 10 at Trommers for the gala testimonial dinner to Joseph Wagner, president and Theo. C. Meyer, treasurer of this branch. The price is \$3.00 each for a good dinner and an evening filled with entertainment. An impromptu visitor was the New York State Association's president, Anton Hehn. He told the assemblage of the activities of the state organization which were well received. The meeting also discussed cooperative purchasing of package products. The meeting closed with refreshments to again meet at Schwaben Hall April 14.

SERVING HURRIED SHOPPERS

Watching afternoon crowds come from a neighboring movie theater gave a San Francisco meat dealer an idea for helping the hurried housewives do their supper meat shopping. To make it easy for them and speed up service he prepares tempting cuts of meat and displays them in his window. Between each cut he places a sheet of parchment to keep the meats fresh and juicy—while ready for instant wrapping. The idea works—customers appreciate the quick service and neat packaging. Many housewives make his store their first stop after leaving the nearby theaters.

Watch "Wanted Page" for bargains.

NEWS OF THE RETAILERS

Henry Oliver, Chatham, Va., will open modern delivery meat-grocery store on site of former Price meat market.

Mrs. Nettie Kinnaman will conduct meat business at Plainfield, Iowa.

R. L. Schaefer will open meat market at 3049 Hennepin ave., Minneapolis, Minn.

Ed. Schwarz meat market, Roseau, Minn., is being remodeled.

Chester Laymon, Webster City, Ia., is successor to Joe Beine, meat dealer.

John J. Schuchs opened meat business at 301 E. Schiller st., Milwaukee, Wis.

Martini Bros. purchased meat market of Hurley Meat Co., Hurley, Wis.

Choice Meat Market has opened for business at 2591 San Bruno ave., San Francisco, Calif.

Fred W. Pickard Co. has engaged in meat business at 408 McLeod ave., Ironwood, Mich.

Alma Meat Market, San Francisco, Cal., has moved from 4401 18th st., to 525 Castro.

Curtin & Sinn have engaged in meat packing business on Pacific Highway in Vancouver, Wash.

Jack's Market has opened at 8021 S. E. Stark, Portland, Ore., John L. Needoba, manager.

Abe Schoenberger, Ludington, Mich., has purchased the lot next door and will erect fireproof building.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on March 26, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS:				
(1) (300-500 lbs.) choice.....	\$13.00@14.50		\$15.00@16.00	
Good	12.00@13.00		14.00@15.00	
Medium	11.00@12.00		12.50@14.00	
Common	10.50@11.00			
STEERS:				
(500-600 lbs.) prime.....			15.00@16.00	16.00@17.00
Choice	13.50@15.00		14.00@15.00	14.00@15.50
Good	12.00@13.50		12.50@14.00	13.00@14.00
Medium	11.00@12.00			
Common	10.50@11.00			
STEERS:				
(600-700 lbs.) prime.....			15.50@16.50	16.00@17.00
Choice	13.50@15.00		14.00@15.50	14.00@15.50
Good	12.00@13.50	13.00@14.00	13.00@14.00	13.00@14.00
Medium	11.00@12.00			
STEERS:				
(700 lbs. up) prime.....			16.00@17.00	16.00@17.00
Choice	14.00@15.50	15.50@17.00	14.50@16.00	14.00@15.50
Good	12.00@14.00			
COWS:				
Choice			11.50@12.50	12.00@13.00
Good	10.00@11.00	11.00@12.00	10.50@11.50	11.00@12.00
Medium	9.50@10.00	10.00@10.50	10.00@10.50	10.50@11.00
Common	9.00@ 9.50			
Fresh Veal and Calf:				
VEAL:				
(2) choice.....	14.00@15.00	15.00@16.00	16.00@17.00	16.00@17.00
Good	13.00@14.00	14.00@15.00	14.00@16.00	15.00@16.00
Medium	11.00@13.00	12.00@14.00	12.00@14.00	12.00@15.00
Common	10.00@11.00	10.00@12.00	10.50@12.00	12.00@13.00
Fresh Lamb and Mutton:				
LAMB:				
(38 lbs. down) choice.....	17.00@18.00	18.00@19.00	19.00@19.50	17.50@19.00
Good	16.50@17.00	17.50@18.00	18.00@19.00	17.50@18.50
Medium	16.00@16.50	16.50@17.50	17.00@18.00	17.00@17.50
Common	15.00@16.00		15.00@17.00	
LAMB:				
(39-45 lbs.) choice.....	17.00@17.50	17.50@18.00	18.00@19.00	18.00@18.50
Good	16.00@17.00	17.00@17.50	17.00@18.00	17.50@18.00
Medium	15.50@16.00	16.00@17.00	16.00@17.00	17.00@17.50
Common	14.50@15.50			
LAMB:				
(46-55 lbs.) choice.....	15.00@16.00	16.00@17.00	16.50@18.00	17.00@17.50
Good	14.00@15.50	15.50@16.00	15.50@17.00	16.50@17.00
MUTTON:				
(Ewe) (70 lbs. down) good.....	9.00@10.00	9.50@10.50	10.50@11.50	9.00@10.00
Medium	8.00@ 9.00	8.50@ 9.50	9.50@10.50	8.00@ 9.00
Common	7.00@ 8.00	7.50@ 8.50	8.50@ 9.50	7.00@ 8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.....	19.50@21.50	22.00@22.50	21.00@22.00	21.00@23.00
10-12 lbs. avg.....	18.50@20.50	21.50@22.50	21.00@22.00	21.00@23.00
12-15 lbs. avg.....	17.50@19.00	20.00@21.50	19.00@20.00	19.00@21.00
16-22 lbs. avg.....	16.50@17.50	18.00@19.50	17.00@19.00	17.50@19.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	15.50@16.50		15.50@17.00	17.00@18.00
PICNICS:				
6-8 lbs. avg.....		16.50@17.00		
BUTTS: Boston Style:				
4-8 lbs. avg.....	18.00@20.00		18.00@20.00	19.00@21.00
SPARE RIBS:				
Half sheets.....	13.00@14.50			
TRIMMINGS:				
Regular.....	9.00@ 9.50			
(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.				

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.			
Prime native steers—	Week ended Mar. 21, 1936.	Cor. week, 1935.	
400-600	17 @ 18	19 @ 20 1/2	
600-800	17 @ 18	18 @ 19	
800-1000	17 @ 18	19 1/2 @ 20 1/2	
Good native steers—			
400-600	14 1/2 @ 15 1/2	17 1/2 @ 18 1/2	
600-800	14 1/2 @ 15 1/2	17 1/2 @ 18 1/2	
800-1000	15 @ 16	18 @ 19	
Medium steers—			
400-600	12 @ 13	15 @ 16	
600-800	12 1/2 @ 13 1/2	16 1/2 @ 17 1/2	
800-1000	13 @ 14	16 1/2 @ 17 1/2	
Heifers, good, 400-600.			
Cows, 400-600	13 @ 13 1/2	16 @ 17 1/2	
Hind quarters, choice.	9 1/2 @ 10 1/2	10 @ 11	
Fore quarters, choice.	24 @ 24	15 1/2 @ 15 1/2	

Beef Cuts.			
Steer loin, prime.	unquoted	unquoted	
Steer loins, No. 1.	23 @ 33	23 @ 33	
Steer loins, No. 2.	25 @ 35	25 @ 35	
Steer short loins, prime.	unquoted	unquoted	
Steer short loins, No. 1.	47 @ 47	47 @ 47	
Steer short loins, No. 2.	32 @ 32	32 @ 32	
Steer loin ends (hips).	19 @ 19	27 @ 27	
Steer loin ends, No. 2.	18 @ 18	25 @ 25	
Cow loins	14 @ 14	21 @ 21	
Cow short loins.	16 @ 16	25 @ 25	
Cow loin ends (hips).	13 @ 13	17 @ 17	
Steer ribs, prime.	unquoted	unquoted	
Steer ribs, No. 1.	23 @ 23	27 @ 27	
Steer ribs, No. 2.	18 @ 18	25 @ 25	
Cow ribs, No. 1.	11 1/2 @ 11 1/2	17 @ 17	
Cow ribs, No. 2.	11 @ 11	17 @ 17	
Steer rounds, prime.	unquoted	unquoted	
Steer rounds, No. 1.	14 @ 14	17 @ 17	
Steer rounds, No. 2.	13 @ 13	16 1/2 @ 16 1/2	
Steer chuck, prime.	unquoted	unquoted	
Steer chuck, No. 1.	11 1/2 @ 11 1/2	14 1/2 @ 14 1/2	
Steer chuck, No. 2.	11 @ 11	14 @ 14	
Cow rounds	11 1/2 @ 11 1/2	13 1/2 @ 13 1/2	
Cow chuck	9 1/2 @ 9 1/2	13 @ 13	
Steer plates	11 @ 11	14 @ 14	
Medium plates	10 1/2 @ 10 1/2	13 1/2 @ 13 1/2	
Briskets, No. 1.	15 @ 15	19 @ 19	
Steer navel ends.	8 1/2 @ 8 1/2	12 @ 12	
Cow navel ends.	7 1/2 @ 7 1/2	10 1/2 @ 10 1/2	
Fore shanks	9 @ 9	10 @ 10	
Hind shanks	7 @ 7	9 @ 9	
Strip loins, No. 1, bbls.	45 @ 45	60 @ 60	
Strip loins, No. 2.	35 @ 35	50 @ 50	
Sirloin butts, No. 1.	22 @ 22	30 @ 30	
Sirloin butts, No. 2.	17 @ 17	22 @ 22	
Beef tenderloins, No. 1.	65 @ 65	70 @ 70	
Beef tenderloins, No. 2.	60 @ 60	65 @ 65	
Rump butts	13 1/2 @ 13 1/2	26 @ 26	
Flank steaks	12 @ 12	14 @ 14	
Shoulder clods	12 @ 12	12 1/2 @ 12 1/2	
Hanging tenderloins	12 @ 12	19 @ 19	
Insides, green, 6 @ 8 lbs.	15 @ 15	13 1/2 @ 13 1/2	
Outsides, green, 5 @ 6 lbs.	13 @ 13	12 1/2 @ 12 1/2	
Knuckles, green, 5 @ 6 lbs.	13 1/2 @ 13 1/2	13 @ 13	

Beef Products.			
Brains (per lb.)	8 @ 9	9 1/2 @ 9 1/2	
Hearts	9 @ 9	10 @ 10	
Tongues	18 @ 18	18 @ 18	
Sweetbreads	16 @ 16	32 @ 32	
Ox-tail, per lb.	11 @ 11	7 @ 7	
Fresh tripe, H. C.	9 @ 9	9 @ 9	
Fresh tripe, H. C.	11 1/2 @ 11 1/2	20 @ 20	
Livers	18 @ 18	20 @ 20	
Kidneys, per lb.	10 @ 10	10 1/2 @ 10 1/2	

Veal.			
Choice carcass	13 @ 15	14 @ 15	
Good carcass	11 @ 12	12 @ 13	
Good saddles	14 @ 14	14 @ 17	
Good racks	10 @ 10	12 @ 12	
Medium racks	9 @ 9	10 @ 10	

Veal Products.			
Brains, each	12 @ 12	11 @ 11	
Sweetbreads	40 @ 40	45 @ 45	
Calf livers	40 @ 40	40 @ 40	

Lamb.			
Choice lambs	17 @ 17	16 @ 16	
Medium lambs	16 @ 16	15 @ 15	
Choice saddles	18 @ 18	17 @ 17	
Medium saddles	14 @ 14	13 @ 13	
Choice fores	13 @ 13	11 @ 11	
Medium fores	13 @ 13	11 @ 11	
Lamb fries, per lb.	25 @ 25	32 @ 32	
Lamb tongues, per lb.	15 @ 15	13 @ 13	
Lamb kidneys, per lb.	20 @ 20	20 @ 20	

Mutton.			
Heavy sheep	6 @ 6	8 @ 8	
Light sheep	9 @ 9	10 @ 10	
Heavy saddles	9 @ 9	11 @ 11	
Light saddles	11 @ 11	13 @ 13	
Heavy fores	6 @ 6	5 @ 5	
Light fores	9 @ 9	7 @ 7	
Mutton legs	13 @ 13	13 @ 13	
Mutton loins	8 @ 8	10 @ 10	
Mutton stew	7 @ 7	7 @ 7	
Sheep tongues, per lb.	12 1/2 @ 12 1/2	12 1/2 @ 12 1/2	
Sheep heads, each	11 @ 11	14 @ 14	

Fresh Pork, etc.

Pork loins, 8 @ 10 lbs. av. 20 1/2	21 @ 21	20 @ 20
Picnic shoulders	15 @ 15	14 1/2 @ 14 1/2
Skinned shoulders	17 @ 17	16 1/2 @ 16 1/2
Tenderloins	32 @ 32	36 @ 36
Spare ribs	12 1/2 @ 12 1/2	13 @ 13
Back fat	11 @ 11	15 @ 15
Boston butts	11 @ 11	19 @ 19
Boneless butts, celar trim, 2 @ 4	24 @ 24	22 @ 22
Hocks	11 @ 11	12 @ 12
Tails	10 @ 10	10 @ 10
Neck bones	5 @ 5	6 @ 6
Slip bones	13 @ 13	11 @ 11
Blade bones	12 1/2 @ 12 1/2	13 @ 13
Pigs' feet	5 @ 5	6 @ 6
Kidneys, per lb.	10 @ 10	10 @ 10
Livers	12 @ 12	12 @ 12
Brains	12 @ 12	12 @ 12
Ears	6 1/2 @ 6 1/2	5 @ 5
Snouts	8 @ 8	10 @ 10
Heads	9 @ 9	8 @ 8
Chitterlings	5 @ 5	5 @ 5

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	26 @ 26	
Country style sausage, fresh in link	21 1/2 @ 21 1/2	
Country style sausage, fresh in bulk	18 1/2 @ 18 1/2	
Country style sausage, smoked	23 1/2 @ 23 1/2	
Frankfurters in sheep casings	23 1/2 @ 23 1/2	
Frankfurters in hog casings	21 1/2 @ 21 1/2	
Bologna in beef bungs, choice	16 1/2 @ 16 1/2	
Bologna in beef middles, choice	17 1/2 @ 17 1/2	
Liver sausage in beef rounds	16 1/2 @ 16 1/2	
Liver sausage in hog bungs	18 1/2 @ 18 1/2	
Smoked liver sausage in hog bungs	19 1/2 @ 19 1/2	
Head cheese	19 1/2 @ 19 1/2	
New England luncheon specialty	23 1/2 @ 23 1/2	
Mixed luncheon specialty, choice	19 1/2 @ 19 1/2	
Tongue sausage	30 @ 30	
Blood sausage	18 @ 18	
Sausage	21 1/2 @ 21 1/2	
Polish sausage	21 1/2 @ 21 1/2	

DRY SAUSAGE

Cervelat, choice, in hog bungs	38 @ 38	
Thuringer cervelat	19 @ 19	
Farmer	25 @ 25	
Holsteiner	24 @ 24	
B. C. salami, choice	34 @ 34	
Milano salami, choice, in hog bungs	40 @ 40	
B. C. salami, new condition	20 @ 20	
Frisesa, choice, in hog middles	36 @ 36	
Genoa style salami, choice	43 @ 43	
Pepperoni	33 @ 33	
Mortadella, new condition	21 @ 21	
Capicola	40 @ 40	
Italian style	45 @ 45	
Virginia hams	39 1/2 @ 39 1/2	

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	9 1/2 @ 9 1/2	
Special lean pork trimmings	18 @ 18	
Extra lean pork trimmings	20 @ 20	
Pork cheek meat	9 1/2 @ 9 1/2	
Pork hearts	7 1/2 @ 8	
Pork livers	8 1/2 @ 9	
Native boneless bull meat (heavy)	11 1/2 @ 11 1/2	
Shank meat	8 1/2 @ 8 1/2	
Boneless chuck	9 @ 9	
Beef trimmings	9 1/2 @ 9 1/2	
Beef cheeks (trimmed)	8 1/2 @ 8 1/2	
Dressed canners, 350 lbs. and up	8 1/2 @ 8 1/2	
Dressed cutter cows, 400 lbs. and up	8 1/2 @ 8 1/2	
Dr. bologna bulls, 500 lbs. and up	9 1/2 @ 9 1/2	
Pork tongues, canner trim, S. P.	12 @ 12	

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	\$6.50	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate	\$7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	\$8.75	

BARRELED PORK AND BEEF

Mess pork, regular	\$30.00	
Family back pork, 24 to 34 pieces	\$30.50	
Family back pork, 35 to 45 pieces	\$29.00	
Clear back pork, 40 to 50 pieces	\$27.00	
Clear plate pork, 25 to 35 pieces	\$20.50	
Bean pork	\$24.50	
Brisket pork	\$30.00	
Plate beef	\$20.00	
Extra plate beef, 200-lb. bbls.	\$21.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$18.75	
Lamb tongue, short cut, 200-lb. bbl.	43.00	
Regular tripe, 200-lb. bbl.	20.00	
Honeycomb tripe, 200-lb. bbl.	23.00	
Pocket honeycomb tripe, 200-lb. bbl.	26.00	

DRY SALT MEATS

Clear bellies, 18 @ 20 lbs.	15 1/2 @ 15 1/2
Clear bellies, 14 @ 16 lbs.	15 @ 15
Rib bellies, 25 @ 30 lbs.	15 1/2 @ 15 1/2
Fat backs, 10 @ 12 lbs.	8 @ 8
Fat backs, 14 @ 16 lbs.	10 1/2 @ 10 1/2
Regular plates	10 1/2 @ 10 1/2
Jowl butts	11 @ 11

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14 @ 16 lbs., parchment paper	23 1/2 @ 24 1/2
Fancy skd. hams, 14 @ 16 lbs., parchment paper	25 @ 26
Standard reg. hams, 14 @ 16 lbs., plain	22 1/2 @ 23 1/2
Picnics, 4 @ 8 lbs., short shank, plain	18 1/2 @ 19 1/2
Picnics, 4 @ 8 lbs., long shank, plain	17 1/2 @ 18 1/2
Fancy bacon, 6 @ 8 lbs., parchment paper	29 @ 30
Standard bacon, 6 @ 8 lbs., plain	28 1/2 @ 29 1/2
No. 1 beef ham sets, smoked—	
Insides, 8 @ 12 lbs.	28 1/2 @ 29 1/2
Outsides, 5 @ 9 lbs.	25 1/2 @ 26 1/2
Knuckles, 5 @ 9 lbs.	20 1/2 @ 21 1/2
Cooked hams, choice, skin on, fattened	27 1/2 @ 28 1/2
Cooked hams, choice, skinless, fattened	28 1/2 @ 29 1/2
Cooked picnics, skin on, fattened	27 @ 27 1/2
Cooked picnics, skinned, fattened	27 1/2 @ 28 1/2
Cooked loin roll, smoked	24 @ 24

LARD

Prime steam, cash, Bd. Trade	81 1/2 @ 81 1/2
Prime steam, loose, Bd. Trade	10 @ 10
Refined lard, tierces, f.o.b. Chgo.	12 @ 12
Kettle rend., tierces, f.o.b. Chgo.	12 1/2 @ 12 1/2
Leaf, kettle rendered, tierces, f.o.b. Chgo.	12 @ 12
Neutral, in tierces, f.o.b. Chgo.	13 @ 13
Compound, veg., tierces, c.a.f.	11 1/2 @ 11 1/2

OLEO OIL AND STEARINE

Extra oleo oil	10 1/2 @ 10 1/2
Prime No. 2 oleo oil	9 1/2 @ 9 1/2
Prime oleo stearine, edible	7 1/2 @ 7 1/2

TALLOW AND GREASES

Edible tallow	6 @ 6
Prime packers' tallow	6 @ 6
No. 1 tallow, 10% f.f.a.	5 @ 5
Special tallow	5 1/2 @ 5 1/2
Choice white grease	5 @ 5
A-White grease, maximum 4% acid	5 @ 5
B-White grease, maximum 5% acid	5 @ 5
Yellow grease, 10 @ 15%	5 @ 5
Brown grease, 40% f.f.a.	4 1/2 @ 4 1/2

ANIMAL OILS

Prime edible	15 @ 15
Prime inedible	13 1/2 @ 13 1/2
Headlight	13 1/2 @ 13 1/2
Prime W. S.	12 1/2 @ 12 1/2
Extra W. S.	11 1/2 @ 11 1/2
Extra lard oil	11 @ 11
Extra No. 1	10 1/2 @ 10 1/2
No. 1 lard oil	9 1/2 @ 9 1/2
No. 2 lard oil	8 1/2 @ 8 1/2
Acidless tallow	10 @ 10
20% neatfoot	11 @ 11
Pure neatfoot (drums)	11 1/2 @ 11 1/2
Special neatfoot	11 1/2 @ 11 1/2
Extra neatfoot	11 @ 11
No. 1 neatfoot	10 1/2 @ 10 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt	8 1/2 @ 8 1/2
White deodorized, in bbls., f.o.b. Chgo.	10 1/2 @ 10 1/2
Yellow, deodorized	10 1/2 @ 10 1/2
Soap stock, 50% f.f.a., f.o.b. mills	1 1/2 @ 2
Soya bean oil, f.o.b. mills	8 1/2 @ 8 1/2
Corn oil, in tanks, f.o.b. mills	8 1/2 @ 8 1/2
Cocanut oil, seller's tanks, f.o.b. coast	4 @ 4
Refined in bbls., f.o.b. Chicago	11 @ 11

OLEOMARGARINE

White animal fat, margarine, in 1 lb. cartons, rolls or prints, f.o.b. Chicago	16 @ 16
Nut, 1-lb. cartons, f.o.b. Chicago	11 1/2 @ 11 1/2
Puff paste	15 @ 15

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. w' hse. stock):		
1 to 4 bbls. delivered in Chicago.....		\$9.40
5 or more bbls. delivered in Chicago.....		9.25
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62 1/2	7.50
Large crystals.....	8.00	7.75
dbl. refd. gran. nitrate of soda.....	3.62 1/2	3.25
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.996	
Medium, air dried.....	9.486	
Medium, kiln dried.....	10.996	
Rock.....	6.782	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans....	@3.65	
Second sugar, 90 basis.....	None	
Standard gran., f.o.b. refiners (2%)..	@4.85	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.35	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.25	

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice Prime.....	16 1/2	17 1/2
Resifted.....	16 1/2	24 1/2
Chili Pepper, Fancy.....	22 1/2	23 1/2
Chili Powder, Fancy.....	22 1/2	26
Cloves, Amboy.....	16 1/2	19 1/2
Madagascar.....	16 1/2	19 1/2
Zanzibar.....	16 1/2	19 1/2
Ginger, Jamaica.....	12 1/2	14 1/2
African.....	65	70
Mace, Fancy Banda.....	60	65
East India.....	60	65
E. I. & W. I. Blend.....	24	24
Mustard Flour, Fancy.....	15	15
No. 1.....	24 1/2	24 1/2
Nutmeg, Fancy Banda.....	20 1/2	20 1/2
East India.....	18 1/2	18 1/2
E. I. & W. I. Blend.....	22 1/2	22 1/2
Paprika, Extra Fancy.....	27 1/2	27 1/2
Fancy.....	26 1/2	26 1/2
Hungarian.....	27 1/2	27 1/2
Paprika Sweet Red Pepper.....	27 1/2	27 1/2
Pimlico (220-lb. bbls.).....	21	21
Pepper, Cayenne.....	11	11
Pepper, Black Allspice.....	9 1/2	9 1/2
Black Lemon.....	7 1/2	8 1/2
Black Tellicherry.....	10 1/2	12
White Java Muntok.....	12 1/2	14
White Singapore.....	12	12 1/2
White Packers.....	13	13

SEEDS AND HERBS

	Whole.	Ground.
	Sausage.	Sausage.
Caraway Seed.....	11	13
Celery Seed, French.....	22	26
Coriander Seed.....	14	16 1/2
Coriander Morocco Bleached.....	8	8 1/2
Coriander Morocco Natural No. 1.....	8 1/2	8 1/2
Mustard Seed, Cal. Yellow.....	8 1/2	10 1/2
American.....	7 1/2	9 1/2
Marjoram, French.....	25	26
Oregano.....	11	14
Sage, Dalmation Fancy.....	9	11
Dalmation No. 1, Fancy.....	8 1/2	10 1/2

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:		
Domestic rounds, 180 pack.....	@20	
Domestic rounds, 140 pack.....	@28	
Export rounds, wide.....	@40	
Export rounds, medium.....	@26	
Export rounds, narrow.....	@28	
No. 1 weasands.....	@63	
No. 2 weasands.....	@61	
No. 1 bungs.....	@68	
No. 2 bungs.....	@65	
Middles, regular.....	@80	
Middles, select, wide, 2@2 1/2 in.....	@40	
Middles, select, extra wide, 2 1/2 in. and over.....	@60	
Dried bladders:		
12-15 in. wide, flat.....	.70	
10-12 in. wide, flat.....	.60	
8-10 in. wide, flat.....	.45	
6-8 in. wide, flat.....	.25	
Hog casings:		
Narrow, per 100 yds.....	2.20	
Narrow, special, per 100 yds.....	2.10	
Medium, regular.....	1.95	
Wide, per 100 yds.....	1.50	
Extra wide, per 100 yds.....	1.35	
Export bungs.....	.25	
Large prime bungs.....	.19	
Medium prime bungs.....	.12	
Small prime bungs.....	.06 1/2	
Middles, per set.....	.18	
Stomachs.....	.08	

COOPERAGE

Ash pork barrels, black hoops.....	\$1.40	@1.42 1/2
Ash pork barrels, galv. hoops.....	1.47 1/2	@1.50
Oak pork barrels, black hoops.....	1.30	@1.32 1/2
Oak pork barrels, galv. hoops.....	1.37 1/2	@1.40
White oak hard tierces.....	2.27 1/2	@2.30
Red oak hard tierces.....	2.02 1/2	@2.05
White oak hard tierces.....	2.12 1/2	@2.15

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, medium to good.....	\$ 8.90@ 9.60
Cows, good.....	@ 6.50
Cows, common and medium.....	5.25@ 6.00
Cows, low cutter and cutter.....	4.00@ 5.00

LIVE CALVES

Vealers, top.....	\$ @11.50
Vealers, medium and good.....	9.50@11.00
Vealers, cull.....	Down to \$5.50

LIVE LAMBS

Lambs, good.....	\$ @11.00
Lambs, good, common.....	@ 9.00
Lambs, common.....	@ 9.00

LIVE HOGS

Hogs, 189-lb. avg.....	\$ @11.10
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	@19
Choice, native, light.....	@19
Native, common to fair.....	@17

Western Dressed Beef.

Native steers, 600@800 lbs.....	@18
Native choice yearlings, 440@600 lbs.....	@18
Good to choice heifers.....	@16
Good to choice cows.....	@15
Common to fair cows.....	@12
Fresh bologna bulls.....	@13

BEEF CUTS

	Western.	City.
No. 1 ribs.....	24 @26	25 @28
No. 2 ribs.....	21 @23	20 @24
No. 3 ribs.....	17 @21	17 @19
No. 1 loins.....	30 @32	32 @36
No. 2 loins.....	26 @28	28 @30
No. 3 loins.....	22 @24	22 @24
No. 1 hinds and ribs.....	20 @22	20 @23
No. 2 hinds and ribs.....	16 @19	17 @19
No. 1 rounds.....	15 @16	15 @16
No. 2 rounds.....	14 @14	14 @14
No. 3 rounds.....	13 @13	13 @13
No. 1 chucks.....	15 @16	15 @16
No. 2 chucks.....	14 @15	13 @14
No. 3 chucks.....	12 @13	12 @13
Bolognas.....	12 1/2 @13	12 1/2 @13
Rolls, reg. 6@8 lbs. avg.....	23 @25	23 @25
Rolls, reg. 4@6 lbs. avg.....	18 @20	18 @20
Tenderloins, 4@6 lbs. avg.....	50 @60	50 @60
Tenderloins, 5@6 lbs. avg.....	50 @60	50 @60
Shoulder clods.....	12 @14	12 @14

DRESSED VEAL

Good.....	14 1/2 @15 1/2
Medium.....	13 1/2 @14 1/2
Common.....	10 @13

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	18 1/2 @19 1/2
Lambs, good.....	17 1/2 @18 1/2
Lambs, medium.....	16 1/2 @17 1/2
Sheep, good.....	11 @12
Sheep, medium.....	9 @11

DRESSED HOGS

Hogs, good to choice.....	\$15.50@17.00
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	22 @23
Pork tenderloins, fresh.....	35 @36
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10@12 lbs. avg.....	16 1/2 @17
Butts, boneless, Western.....	21 @22
Butts, regular, Western.....	19 @20
Hams, Western, fresh, 10@12 lbs. avg.....	21 @22
Picnic hams, Western, fresh, 6@8 lbs. average.....	17 @17
Pork trimmings, extra lean.....	21 @22
Pork trimmings, regular 50% lean.....	12 @13
Spareribs.....	15 @16

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	26 1/2 @27 1/2
Regular hams, 12@14 lbs. avg.....	26 @27
Regular hams, 16@18 lbs. avg.....	25 @26
Skinned hams, 10@12 lbs. avg.....	26 @27
Skinned hams, 12@14 lbs. avg.....	26 @27
Skinned hams, 16@18 lbs. avg.....	25 1/2 @26
Skinned hams, 18@20 lbs. avg.....	25 @26
Picnics, 6@8 lbs. avg.....	20 @21
Picnics, 8@10 lbs. avg.....	19 @20
City pickled bellies, 8@12 lbs. avg.....	22 @23
Bacon, boneless, Western.....	30 @31
Bacon, boneless, city.....	29 1/2 @30 1/2
Rollettes, 8@10 lbs. avg.....	21 1/2 @22 1/2
Beef tongue light.....	21 @22
Beef tongue, heavy.....	24 @25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	15 a pound
Mutton kidneys.....	4c each
Livers, beef.....	28c a pound
Oxtails.....	18c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@2.00 per cwt.
Breast fat.....	@2.50 per cwt.
Edible suet.....	@4.25 per cwt.
Inedible suet.....	@3.00 per cwt.

GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-15	15-18	18 up
Prime No. 1 veals.....	19	2.05	2.10	2.15	2.30	
Prime No. 2 veals.....	18	1.85	1.90	1.95	2.00	
Buttermilk No. 1.....	16	1.75	1.80	1.85	1.90	
Buttermilk No. 2.....	15	1.60	1.65	1.70	1.75	
Branded gruby.....	9	.90	.95	1.00	1.05	
Number 3.....	9	.90	.95	1.00	1.05	

BONES AND HOOF

	Per ton
Round shins, heavy.....	\$75.00
light.....	60.00
Flat shins, heavy.....	60.00
light.....	55.00
White hoofs.....	75.00
Black and striped hoofs.....	40.00

PRODUCE MARKETS

BUTTER...

	Chicago.	New York.
Creamery (92 score).....	@31 1/2	@31 1/2
Creamery (91 score).....	@31	@31
Creamery firsts (88-90 score).....	@30 1/2	@30 1/2

EGGS.

Extra firsts.....	18 1/2 @19
Firsts, fresh.....	18 @18 1/2
Standards.....	19 @19 1/2

LIVE POULTRY.

Fowls.....	24 @26
Broilers.....	22 @23 1/2
Fryers.....	24 1/2 @26 1/2
Chickens, spring.....	24 1/2 @26 1/2
Turkeys.....	20 @22
Ducks.....	12 @13
Geese.....	10 @18

DRESSED POULTRY.

Fryers, 31-42, frozen.....	@24 1/2
Roasters, 43-54, frozen.....	25 @26 1/2
Roasters, 55 & up, frozen.....	26 @27 1/2
Fowls, 31-47, fresh.....	20 @23 1/2
48-50, fresh.....	22 @24 1/2
60 and up, fresh.....	23 1/2 @24 1/2

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended March 19, 1936:

	March 13	14	16	17	18	19
Chicago.....	30 1/2	31	31 1/2	31 1/2	31 1/2	31 1/2
New York.....	32	32 1/2	32 1/2	32 1/2	32 1/2	32
Boston.....	32 1/2	33	33 1/2	33 1/2	32 1/2	32 1/2
Phila.....	33	33 1/2	33 1/2	33 1/2	32 1/2	32 1/2
San Fran.....	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2	33

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	30 1/2	31	31 1/2	31 1/2	31 1/2	31 1/2
Receipts of butter by cities (tubs):						
This week.	Last week.	Last year.	1936.	1935.	1934.	1933.

Chicago.....	39,907	37,836	33,730	571,426	467,748	
N. Y.....	39,595	47,732	37,541	672,062	685,488	
Boston.....	11,147	16,182	14,517	232,813	264,330	
Phila.....	14,724	17,175	14,000	226,434	234,460	

Total.....	105,373	118,928	99,788	1,702,705	1,652,005	
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Cold storage movement (lbs.):						
In.....	Out.....	On hand.....	Same.....			
Mar. 19.	Mar. 19.	Mar. 19.	Mar. 20.			

Chicago.....	65,334	128,561	1,450,223	467,681
New York.....	43,276	85,334	2,850,865	1,636,027
Boston.....	33,019	365,674	274,660	
Phila.....	14,340	24,363	184,251	265,982

Total.....	122,950	271,277	4,857,013	2,644,300
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CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Sausage Foreman

Wanted, reliable sausage foreman with practical experience manufacturing complete line of kosher products. Must be able to turn out merchandise to please very particular client. State experience and salary expected. W-294, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Packinghouse General Manager

Thoroughly experienced packinghouse man 35 years old. With one packer 15 years. Acquainted Eastern and Central States. Understand fresh meat and carcasses business, full line curing, smoking, sausage factory operations. Handled large organizations. Understand sales promotion work. Operated several largest and smallest plants in country. W-290, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Sausage Foreman

Young working sausage foreman with wide practical experience manufacturing full line of high-class and medium priced sausage and specialties. Long experience in both large and medium size plants. Go anywhere. Can correct troubles, furnish best reference. Nothing below \$50 considered. W-300, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Available now, sausage foreman with 26 years' experience, 8 years in last position as foreman. Can assume full charge and run sausage kitchen profitably. Familiar with all types of sausage, meat loaves, and meat specialties. Prefer East. W-301, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Beef and Small Stock Man

wants position in packinghouse line. Has had several years' experience as branch house manager for large packer. Also managed beef and small stock for independent packer. Several years in charge of large chain store markets as buyer and superintendent. Can take charge of beef department from buying to selling. W-302, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Superintendent

Position wanted by plant superintendent with years of medium and small plant operating experience. Practical in all departments, beef or pork. Can handle labor efficiently, produce results with minimum labor and plant operating costs. Understand costs and yields. References. W-295, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Position wanted by A-1 sausage foreman who can produce complete line of sausage products, loaves and specialties. Can handle help. Many years' experience. Married. Good references. W-303, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Margarine Dept. Supt.

Man with many years' experience and first-class references and recommendations wishes position as production manager or superintendent. W-224, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sausage Foreman

Position wanted by sausage maker with 24 years' successful practical experience in all details of manufacturing high-grade sausage, meat loaves and specialties. Operate with economy and secure results. Well qualified to carry responsibility. Past record substantiates capacity, judgment and ability. W-284, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Livestock Buyer

Thoroughly experienced livestock buyer wishes to connect with good packing company. Country and terminal market experience. Go anywhere at once. W-292, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Expert Advice

Are you having trouble in your sausage department? Expert available who can come to your plant and straighten you out; newest methods in preparing quality sausage, curing boiled and smoked hams and bacon, and all meat products. Go anywhere for limited time. Guarantee results. For appointment write W-304, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Equipment Wanted

Meat Mixers

Wanted, small meat mixers, either belt or motor driven; 100-lb. stuffers, and 100-gal. jacketed kettles. W-291, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plants for Sale

Established Sausage Factory

For sale, modern sausage factory in Michigan's best city. Reinforced concrete building with modern, up-to-date equipment throughout, railroad siding, delivery equipment and garage. Ideal investment. For further details, write FS-287, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant for Sale

Established meat packing plant and business for sale. Located in best valley of California, outskirts of large city, includes 38 acres land, out-buildings and houses for owner and help, yards, refrigeration and slaughtering plant, trucks, etc. Present owner can continue until buyer gets lined up. This is more than a sacrifice at \$40,000, about half cash, balance terms. If interested, will send further details. HARRY F. SPRINGER CO., 1029 Third Ave., Los Angeles, Calif.

Equipment For Sale

Used Machinery

Closing out used machinery department. Many bargains to offer. Send us your inquiries. Menges-Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

10-Ton Ice Machine

For sale, York automatic water and expansion valves, condenser, receiver, motor. 'A-1' condition. FS-296, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Hog-Sheep Casing Cleaner

For sale, motor-driven hog-sheep casing cleaning machine with motor. Reconditioned, perfect running. FS-297, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Friction Beef Hoist

For sale, double beef hoist with chain and rope sheaves, lifting chains, motor, silent chain drive. Good condition. Reasonable. FS-298, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Used Equipment for Sale

3-4' x 9' Lard Rolls, made by Allbright-Nell and Mechanical Mfg. Co.; 3 No. 1 Anderson Oil Expellers; 3 Bartlett & Snow 10' x 3' Tankage Dryers, jacketed; 1 Hotmann twin-screw Cutter and Mixer; 1 36" 4-cage Disintegrator; 2 Ball & Jewell Rotary Cutters, No. 1 and No. 2 size; 3 Mechanical Mfg. Co. double-arm Mixers. Miscellaneous: Cooking Kettles, Rendering Tanks, Digesters, Hammer Mills, Grinders, Dryers, Ice Machines, Hydraulic Presses, Filter Presses, Pumps, Boilers, etc. Have you any equipment for sale? Send us a list.

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Packinghouse Equip. For Sale

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1-Hand Power Hydraulic Lard Press, 15 in. dia. x30 in. long steel container, 5 in. dia. ram with 14 plates—\$150.00.

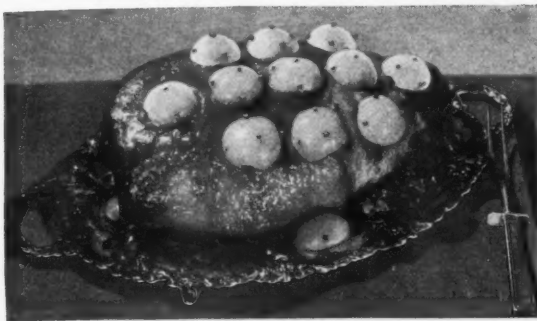
1-No. 7E Cleveland Kleen-Kut Lard Chopper complete with motor and starting switch.
1-24 ton capacity Frick Ice Machine.

Complete with vertical center crank steam engine, ammonia receiver, double pipe condenser, complete freezing unit, 72-300-lb. freezing case, overhead traveling crane, and American Marsh Brine Pump.

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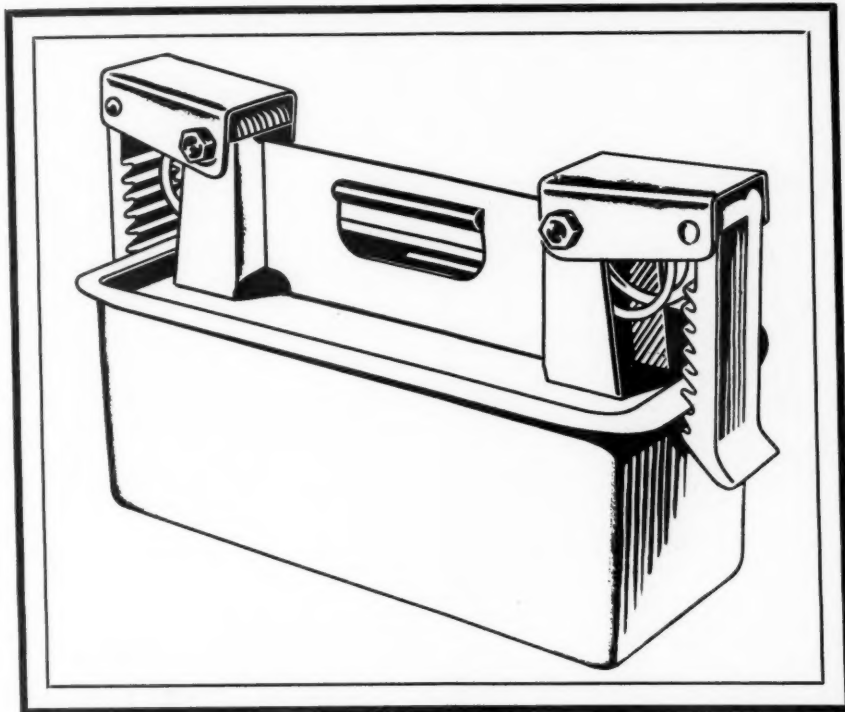
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